APRIL 5, 1952

LEATHER and SHOES

The International Shoe and Leather Weekly

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LEATHER and SHOES

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BEN GOLD: LEFT IS RIGHT

Communism is "democracy," he says but the facts don't jibe

IN the April issue of *Cosmopolitan* magazine is an article, "Ten Men Who Could Paralyze America For Thirty Days." It is written by Victor Riesel, one of the country's leading writers on labor matters.

Each of these ten men is the leader of an American labor union. Each is cited as a Communist.

Among the ten is Ben Gold, president of the International Fur & Leather Workers Union.

According to Riesel, these ten labor leaders have planned detailed strategy to use their power to cripple the U. S. industrial machine at the outbreak of any war between the U. S. and Russia. Ben Gold, along with the other nine, will play a major role in these plans, according to the article.

Now, Gold has repeatedly denied that the U. S. Communists wish to overthrow our democratic government, or that they advocate force and violence. He has told delegates at the IFLWU convention that this "is the greatest lie," and that such an objective belongs only to "gangsters and fascists."

We'd like to throw this "greatest lie" right back into Gold's teeth. Despite Gold's "resignation" from the Communist Party to comply with the Taft-Hartley Act, he still believes ardently in Communism. He strongly declared so in his farewell speech upon his "resignation."

Well, what do the Commie bosses believe about violent overthrow of the U. S. government, using the labor unions as a militant force to do it? Let's take it from Soviet gospel.

"Under the leadership of the Communist Party the workers of the U. S. A. will proceed from struggle to struggle until, rising in a revolution, they will crush the capitalist state, establish a Soviet state." (From "Why Communism?" by M. J. Olgin —an essential book for student Commies.)

"The Communist Party of the U. S. A. leads the working class in the fight for the revolutionary overthrow of capitalism . . . for the establishment of a Socialist Soviet Republic in the United States." (From the Communist "Manual of Organization," by J. Peters.)

"A revolutionary purge includes a combination of strikes and armed demonstrations, and finally the general strike conjointly with armed insurrection against the state." (From the program of the Communist Internationale.)

"People who think the revolution is impossible in America are going to be deceived." (From the book, "Toward Soviet America," by Wm. Z. Foster, head of the U. S. Communist Party.)

Interesting Slogan

"Convert an imperialist war into a civil war; defeat 'your own' imperialist government; defend the USSR by every possible means in event of imperialist war against it." (Slogan of the Communist Internationale.)

"We Communists say that there is only one way to abolish the capitalist state and that is to abolish it by force. To make Communism possible, the workers must take hold of the State machinery of capitalism and destroy it." ("Why Communism?" by M. J. Olgin.)

Page after page of such statements could be quoted from the Communist authorities and leaders in the world Communist movement. Two years ago Communist Party officials in many countries in the world, the U. S. included, stated brazenly that they would not bear arms for their countries in the event of war against Russia. Ben Gold himself told a congressional committee investigating Communism in his union, that he would "never" bear arms for the U. S. against Russia.

Yet it was this same Gold who unblushingly declared that the U. S. should "appropriate $100,000,000 in federal funds for the specific purpose of assisting the fur industry" because unemployment in his industry (with its 1,500 fur workers in the New York City area), the worst in 40 years. In the same interview he took a swing at the Marshall Plan and the U. S. "intervention" in Korea, urging a Soviet-style "peace" there.

It is this same Ben Gold's union that has several times held work stoppages either as "demonstrations" of its power, or as a "protest." For example, only a couple of months ago several thousand fur workers walked off their jobs for a day in a "mass protest" against the murder of two citizens of Florida. Only too obviously was this instigated by the top IFLWU officials.

We continue to hear the naive statement made by management executives, "But what can a handful of Commies do against the anti-Communist sentiments held by millions of workers?" Well, Joseph Curran, president of the National Maritime Union, reported in 1947, that out of a total membership of 70,000 in his union, not more than 500 were Communists. Yet out of this group of 500, 150 of the national offices were held by 107 Communists.

Just four months ago the Soviet-dominated World Federation of Trade Unions gave its marching orders for intensive subversive warfare, publicly proclaiming, "Communist agents are to bore from within Western non-Communist labor unions. Strikes are to be called in defense-supporting industries. Western military programs must be crippled and sabotaged at all costs."

Ben Gold will have a hard time trying to reconcile his denial of Communist policy advocating violent overthrow of the U. S. government with his statement that this is "the greatest lie." No doubt he is familiar with one of the slogans of the Communist Party: "It takes a thousand men to build a bridge, but one can blow it up."

It's time that Ben Gold started to review Communist doctrine—or else stopped contradicting it.

L and S Editorial

Reprints available at nominal costs: Up to 100, 10c each; 200-500, 5c each; 1000-3000, 2½c each; 5000 or over, 1½c each.

We need 3000 Carloads of Scrap a Day

Every pound of dormant scrap you can furnish will help to keep the steel mills and foundries producing

Steel mill furnaces are gobbling up scrap faster than it's being delivered. To maintain planned schedules of steel production for both military and civilian purposes, the mills must have *more* iron and steel scrap.

Get in the Scrap—Yourself!

Whatever your business, you undoubtedly have scrap. If there's dust on it or rust on it—it may be scrap. If it's scrap—it's *needed.*

Turn it over to your local scrap dealer and help lick this critical scrap shortage.

What you can do to help

1. Appoint one top official in your plant to take full responsibility for surveying the plant and getting out the scrap.
2. Consult with your local Scrap Mobilization Committee about its program to help out in the scrap crisis. The nearest office of the National Production Authority, Department of Commerce, can tell you who your local Scrap Mobilization chairman is.
3. Call in your local scrap dealer to help you work out a practical scrapping program. Non-ferrous scrap needed, too!
4. Write for free booklet, "Top Management: Your Program for Emergency Scrap Recovery", addressing Advertising Council, 25 W. 45th St., N. Y. 19.

FACTS YOU SHOULD KNOW ABOUT STEEL PRODUCTION

Steel production	1950	97,800,000 net tons
Estimated capacity	1952	119,500,000 net tons
Purchased scrap used*	1950	29,500,000 gross tons
Estimated purchased scrap requirement*	1952	36,200,000 gross tons

*All consumers

This advertisement is a contribution, in the national interest, by

LEATHER and SHOES
The International Shoe and Leather Weekly

Stylescope

SHOE FASHION NEWS AND TRENDS

Strap types still lead as little girls' dress shoe for Fall. Modifications of shell and capezio-types with high instep straps hold most promise for sales. A definite swing away from multi-straps to thin high-riding stripping straps. Deep V cuts with stripping insets and bows predominate in this group. Next Fall will also see an emergence of two and three piece vamps and overlapping vamps. Side straps will stand out here. Intricate straps on shell bases seen by some to continue in strength of popularity in cement types, but one-strap shell patterns rapidly gaining in this construction.

Many believe distinct style revolution under way. Children are demanding fashion in all their clothing, shoes included. Retailers reporting excellent consumer acceptance whenever and wherever style in juvenile footwear being stressed. Also, market being tighter and highly competitive, style angle is only angle which emphasizes sales. Tendency is toward designing especially for juvenile trade, rather than copying older wearers' styles in smaller size runs.

Mudguard patterns and kiltie tongues good for school shoes in welt and Goodyear stitched constructions. Moccasin vamp treatment losing favor to half mudguard which drew its inspiration from brevitt typs. Hooded heels are high fashion note in children's shoes, but some feel them to be impractical from consumers' point of view, to be supplanted by covered scoop wedge. Balance of styling is achieved in, for instance, a black suede shoe with red covered heel and red half mudguard. Red mudguard shoes in themselves are a fashion note.

Cushion crepe type soles gaining in volume. Some feel traditional saddle shoe for school will be good only with crepe-type solings. Colored cushion crepe will also find a place on shell-type suede softies, as well as on appropriately styled oxfords and oxford straps. Most feel these soles offer best promotional possibilities in children's shoes.

Rising acceptance of smooth polished aniline leathers in ruby red and warm brown family is leading toward higher riding types of juvenile spectators. Classic double-row stitch and perf treatments with ascendancy of broader straps of a semi-sabot nature are bringing new type of "in-between" shoe for little girls onto market. In close edge construction, this shoe will be made both lined and unlined and will cut into number of welt straps and oxfords sold heretofore.

Leading colors in order of importance for misses are brown, red, black, blue, beige shades and benedictine in welt and Goodyear stitched constructions. In cements, leading colors in order of importance are black patent, red smooth, black suede, blue smooth, blue suede, brown reptile prints and red reptile prints. Over-all picture points to red as outstanding color. Trend continues to favor aniline dyed types of leather. Smooth elk preferred over boarded types, while brushed leather in some shoes still good for both girls and boys. A new trend development is ascendency of reptile prints, especially alligator print leathers in warm browns used as trim and all-over. Also, fairly broad acceptance of a medium gray shade of flannel trimmed with patent or calf.

In summing up, ruby red in polished smooth leather for high-riding type straps will be refreshingly new treatment. Black suede with red mudguard and all-over alligator in softie construction follow closely. The V-strap has become a staple while baby doll ankle strap is returning on one of its perennial cycles.

Leading boys' school shoe will be moccasin with foam crepe sole. Concerning oxfords, which come in a close second, these are still following types shown in men's lines with fancy welts, such as storm, double deck and notched plastics. Crepe and lug soles very important in all boys' types. For dress wear, wing-tip oxford seems to be leader in popularity.

Interest in gore-types for boys' dress shoes increasing. This is following closely popularity of slipons in men's. Men s laceless shoes definitely headed toward strong success. Logical that this trend should take hold in boys' footwear, since all other boys' styles have consistently been copies of men's. Youngsters today are quicker to latch on to trends and new ideas. Therefore, even though gore types may not as yet have gained widespread acceptance among men, enough so that kids are beginning to take notice.

Browns stand out as leading colors in all boys' shoes. Second here are wine shades and burgundy, while third comes blue. Again, aniline dyed leathers way out in front. Heavier leathers always important for boys' Fall and Winter—calfs and splits—all used with good amount of welting.

Rosalie Mazbarian

there's better business

in sole leather that supports the arch

When you consider how many times its own weight the human foot must support, it's easy to see how arches become weakened through shoes with "saggy" soles.

England Walton soles are your best safeguard against this customer-complaint. For young feet, the sturdy support of England Walton sole leathers helps greatly in forming strong, healthy arches. And for older feet, weakened by improper footwear, these top quality leathers supply a valuable corrective as an arch-supporting feature.

Firm yet resilient . . . flexible yet with an interlocking fibre-structure that resists distortion in any form . . . England Walton sole leathers assure the comfort and smart appearance that boosts sales.

England Walton BENDS, CUT SOLES AND SOLE LEATHERS

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FUNCTIONAL FOOTWEAR — PART II

THE NEW FUNCTIONAL LASTS

A new scientific method, using new precision instruments, to make the new functional lasts—developed at the University of Rochester in cooperation with Endicott-Johnson Corp. Second of three articles

Dr. Schwartz and Heath had now established a group of scientifically demonstrated principles concerning the foot in action and its relation to footwear. Everything they'd found pointed to one conclusion: the core of the problem rested on the shoe's foundation, the last.

The job ahead was obvious: create a new last. The Laboratory was emphatic about one thing: this would not be just another new idea incorporated in lasts—a sales gimmick. This would follow rigidly the principles that had been evolved, and the lasts would be adapted exactingly to those principles. They were not inserting a new idea in lasts but a complete and precise *formula* of ideas.

Dr. Schwartz, after an exhaustive investigation, stated, "Most shoe manufacturers and retailers agree on one point: lasts are a 'mystery.' Yet all admit that a 'good' shoe cannot be made over a 'poor' last. For fifty years men have tried to apply all the available knowledge of foot structure to the making of lasts, and yet the 'mystery' has remained. It is therefore evident that something more than knowledge of foot structure is needed —and that is knowledge of foot *function* in relation to shoes, and vice versa.

Can't Argue with a Ruler

"Moreover, we can no longer depend upon that variable called 'experience'—where the opinions of one 'experienced' man are as acceptable as the judgment of another, even though the answers may be at opposite poles. It is clear that we need precise methods of measurement. For even the best of experience and judgment cannot argue with a ruler."

The work of the Laboratory had now reached a level of national prominence, but had been restricted largely to medical and scientific quarters. However, a small leakage of the work out into the shoe industry was inevitable. The first company to make serious inquiries into the work was the Armstrong Shoe Co., of Rochester, N. Y. This was about midway in the program, when much of the work was still in an experimental stage. Armstrong invested some funds into the research, and a line of shoes were made, incorporating some of the new principles. Though these shoes were an appreciable improvement in scientific design over conventional types, there was no finality about the finished product. Armstrong, however, deserves much credit for having visualized the possibilities inherent in the Laboratory's work.

Serious "Bugs"

As time went on, several shoe companies expressed interest in the work at Rochester. The Laboratory, however, had still not yet gone into full gear with application of its new principles to lasts and shoes. There were still some unfinished phases necessary to complete the sequence. The interested shoe companies had shoes made over some experimental functional lasts designed by the Laboratory. But the happy results anticipated just didn't materialize. There were serious "bugs" both in the shoes and the lasts. The companies quickly withdrew from the cursory "experiment."

This brief experience was temporarily disillusioning to the Laboratory. Dr. Schwartz and Heath felt that their work had not been given sufficient opportunity in this short spell to demonstrate its merits and possibilities as practicably applicable to footwear. More than a decade of time and many thousands of dollars had been spent in the Laboratory to develop the instruments, compile data, and to translate it all into lasts and shoes. "Yet," stated Dr. Schwartz, "the shoe industry was unwilling to take the time and effort to understand these new principles with a view to applying them to mass production. We saw that the industry had a major lesson to learn—that the effective application of research depends upon close and persistent teamwork between the source of scientific investigation and the source of mass or industrial production. This has succeeded in every industry where used. The shoe industry stands to succeed in the same way by using the same plan."

Now Dr. Schwartz and Heath, after shedding the let-down of temporary failure, were more determined than ever to beat all the bugs. Still working with extremely limited financial resources, the Laboratory concentrated on making test lasts and shoes, incorporating the new principles without compromise. But for every obstacle surmounted, another seemed to rear its head. They had to learn how to check closely the application of shanks, patterns, heel bases, etc., along with breast tread and toe spring. In fact, even at present they are working on a plan that promises to standardize some of these relationships — and that in itself would be a major achievement.

Enter Endicott-Johnson

Then one day in January, 1943, Charles F. Johnson, Jr., chief of the Endicott Johnson Corp., second largest shoe company in the country, paid the Laboratory a visit—a "curiosity visit," as he later expressed it. He'd heard about the work at Rochester from John Talbot, a former buyer

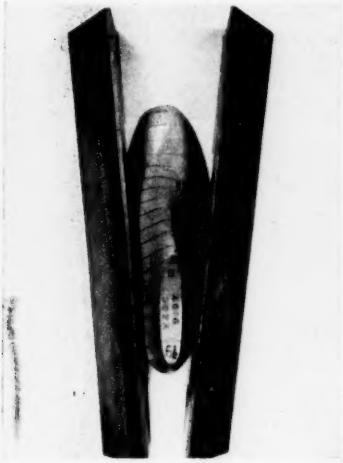

Figure 1: **Proper Last Alignment.** The Laboratory makes sure the last is "lined up" correctly, heel to toe, so that the last alignment conforms accurately with normal foot alignment. Pencil lines are drawn along the sides of the last, held in line by the wood blocks.

Figure 2: **Sole Pattern Angle.** The two lines against the outer sides of the last converge to form an angle. This angle is bisected so that the center line of the angle conforms to the center line of the last. This assures accurate conformity of foot with last.

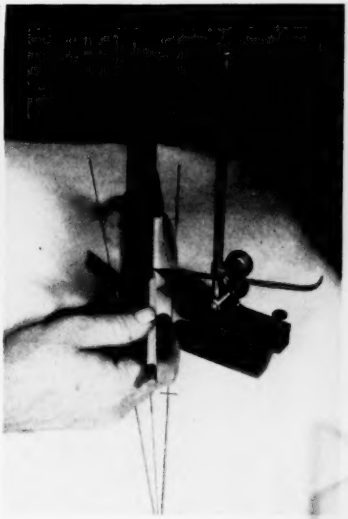

Figure 3: **Checking Heel Center.** Using the same angle, the exact heel center is noted with a special instrument. The heel center of the last conforms with the center line of the angle. This assures a normal distribution of weight through the shoe so that there is no "directional conflict" between shoe and foot in walking.

with the J. C. Penney Co. Talbot had recognized the potentialities, was enthusiastic, told Johnson, "you must go down and see what's going on there."

When Johnson departed from the Laboratory after a stay of several hours, he realized that he had viewed "shoe history in the making." He later told us, "Like most manufacturers, I'd seen my share of crackpot and cure-all ideas for shoes. I'd gained my share of experience in evaluating the worth of such ideas. But here was something so far advanced beyond anything I'd ever seen — so scientifically logical it stopped me in my tracks."

A few weeks later, Johnson again came to Rochester, this time with a group of top-notch EJ executives. The Laboratory put on its scientific show. The EJ executives shot all kinds of questions, posed every challenge. Dr. Schwartz and Heath came up with all the evidence to answer the questions and meet the challenge. Not that the Laboratory's experimental lasts and shoes were ready for instantaneous adaptation to commercial use. But all the groundwork leading to that goal was present.

A couple of weeks later, Johnson sent a check for $10,000, as a "gesture of good faith" on the part of his company to support the Laboratory's research in the development of lasts and shoes which could eventually be incorporated in the EJ lines.

With this initial financing and expression of confidence, the research at Rochester expanded and intensified to full-scale proportions. First to be made were men's lasts, which we sent to the EJ factory to have

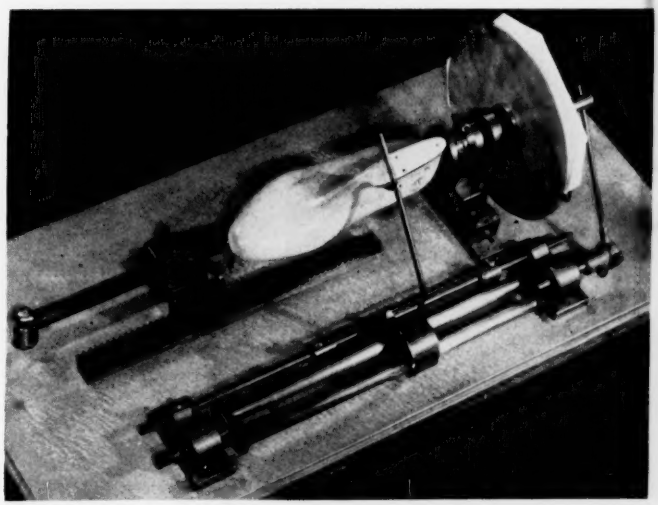

Figure 4: **The Last Contourgraph.** The most precise "control" instrument ever invented for measuring and designing lasts so that there is always absolute control of wood distribution. This instrument enables one to test any last to find out exactly where the last is "incorrect" in terms of shape and basic measurements.

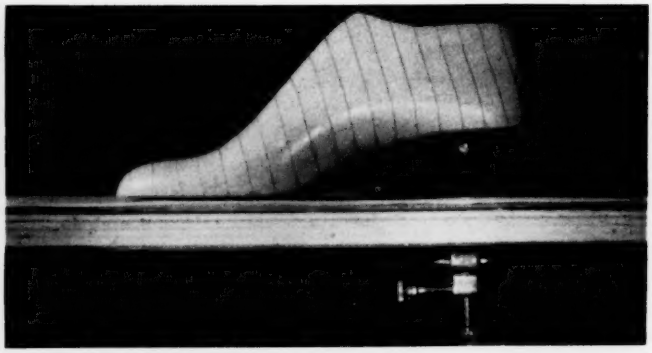

Figure 5: **The 19 "Profiles."** These are the 19 points of measurement used to make functional lasts. There are 19 contour lines ("profiles"), all equally distant, or 20 spaces, all equally distant. Adjustable screw beneath heel seat takes heel height into account.

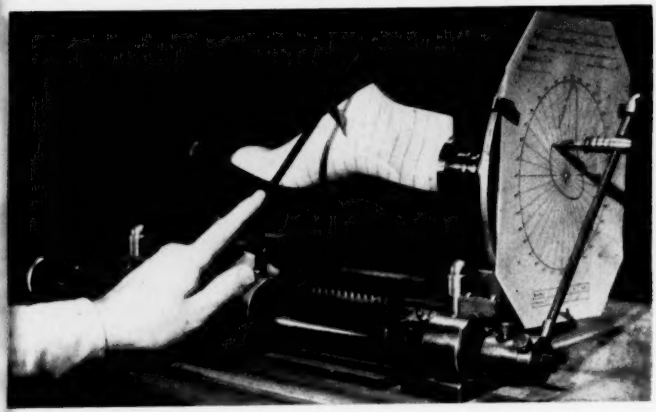

Figure 6: **The Last Contourgram.** The contour or shape of any given point on the last is recorded on a chart or "contourgram." Each of the 19 "profiles" must conform to geometric standards prescribed on the chart. If it doesn't, then a correction can be made in the wood with minute exactness to bring that particular section of the last into line. No guesswork or "judgment"—all mathematical precision.

shoes made over them, following specifications set down by the Laboratory. During the 1943-46 testing period, hundreds of pairs were made and given rigorous wear tests by EJ personnel. In many cases the shoes worked out fine, but in others faults cropped up. What the Laboratory sought was a positive, high-level consistency of performance. But in the early period it just couldn't put its finger on the obstacle, the factors preventing consistency of performance.

It was in 1945 that Paul Jones, of Jones & Vining Last Co., Brockton, Mass., was called in to incorporate his 50 years of practical experience. Jones is known as the "dean" of the last industry. The meeting of Jones with Dr. Schwartz and Arthur Heath was an impressive experience for all concerned. Jones was genuinely awed at what he saw at the Laboratory; the ingenious last-designing devices and methods worked out by the Schwartz-Heath team which had had little prior experience in the "art." Jones was awed, too, by the logic of the sequence of scientific principles evolved at the Laboratory.

Said Jones, "They had taken the priceless, practiced eye of the last model maker and improved on it by getting it down to precise measurement. They had replaced the valued ingredient of experience with the impartial factor of science." (See Figs. 1, 2 and 3.)

But the vast reservoir of experience possessed by Jones also proved invaluable to the Laboratory, for now it became clear where and how many of the "bugs" had crept into the earlier models. Though essentially these models had been correct, frequently the shoes built over these models didn't come out right.

At last, in mid-year of 1946, came the first wholly acceptable shoe, a men's welt oxford. All the bugs had been located and eliminated. It was not an accidentally good result. All the shoes made subsequent to this first successful model proved precisely "right" in every detail.

Now EJ executives were taking stock lasts out of their bins and sending them to the Laboratory to be "functionalized" (this is now the common term used to convert a conventional last to a functional one.) In some instances the EJ men were purposely running the Laboratory through an obstacle course. If this "functionalizing" system was really foolproof, then any conventional last could be converted. The Laboratory met successfully all of these challenges, passed all the tough tests. The EJ men, even the most skeptical, were convinced.

Scores of pairs were made up for EJ executives, from Johnson right on down the line. In almost every instance the shoes fitted better, felt better, retained their shape better, and actually wore better. When some of these men tried putting on their "old" shoes again, the contrast was so pronounced that, as Herman Salem, EJ sales chief for all EJ retail outlets, said, "I threw the old ones away." He has worn nothing else but these functional shoes for the past six years.

Another important factor revealed in these functional shoes was that they wore longer, especially the soles. Why? Because of the design of the last. Instead of there being, as in many conventional lasts, a "one-point suspension" or concentrated weight-bearing area at the ball because of the convexity of the last, in the functional lasts there was a more equal distribution of weight over the sole. In conventional lasts, a limited portion of the sole receives the wear. In functional lasts a substantially larger sole area receives wear—and the latter soles obviously wear longer.

But despite the success of these shoes, EJ remained cautious. Before the shoes were to be launched commercially on a full scale, the company insisted that a retail "testing plan under rigidly controlled conditions" be used. Also, another factor preventing any commercial launching of these shoes was the shortages of materials, remaining government restrictions, etc., that prevailed immediately following the war.

(Continued on Page 35)

Miss Helen Moulton, R.N., industrial nurse of Portsmouth, Ohio, has worn this shoe for over a year. The shoe shows hard wear but note the linings — still tight, still smooth as this unretouched photo shows. Miss Moulton states: "These shoes and others I've had like them don't develop wrinkled or loose toe linings. In my work it just wouldn't do."

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Celastic gets the toughest tests in shoes worn by people who are on their feet a lot. Such examples afford proof that wherever shoes are sold, if they're made with Celastic they have these four salesworthy features:

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IT'S ALWAYS MATCHED PAIRS WITH Celastic* BOX TOES

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

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DYESTUFFS IN TANNING

Analysis of the technical applications of dyestuffs to leathers

By Joseph A. Casnocha
Sandoz Chemical Works, Inc.

THE most important characteristic of a dyestuff is its ability to penetrate more or less into the interstices of leather. A number of dyestuff manufacturers list the degrees of penetration of their products in their shadecards, but practically all of them still differentiate between acid, chrome and what-have-you dyes.

As far as the tanner is concerned, there is no difference between the direct and acid dyes. There are a number of acid dyes not suitable for leather coloring, but there are also a number of direct dyes not suitable for the industry. However, those that are otherwise suitable for the tanner, we believe, are best classified according to their degree of penetration. Closely associated with penetration are the rates of exhaustion, bleeding in fatliquoring, leveling, etc., all of which are very important in leather dyeing. A few well-known dyestuffs are arranged in the following table according to their degree of penetration. The penetration is expressed in numbers, referred to as Penetration Indices. The better the penetration, the larger the Penetration Index.

It is an easy matter to pick from the above table a dye for any specific use. For example, for calfskins where no penetration or only limited penetration is required, one selects dyestuffs having Penetration Index of 3 or 4—it does not make any difference whether the dyes are direct or acid, provided other properties of the dyes are satisfactory. For side leather, where partial penetration is required, dyes with Penetration Index of 4 to 8 are used. When exceptionally good penetration is necessary, we resort to dyes with Penetration Index of 10 or higher.

Penetration Indices (see table) are only relative in nature and they were determined under standardized conditions. The inherent penetration of a dye can be altered by various means; for example, change in the pH of the leather or the dye bath, change in temperature, concentration of the dye bath, concentration of electrolytes and by the use of a number of chemical compounds which utilize the same reactive groups of the leather that are ordinarily taken up by the dyes (syntans, tannins, anionic oils, etc.).

Testing of Dyestuffs

It is often the task of the leather colorist to investigate the properties of dyestuffs, with their possible acceptance and incorporation in the coloring formulas in mind, or as a search for substitutes for dyestuffs which are no longer available. Of course, the tests to which the dyestuff will be subjected will depend upon whether it is a well-established item which is being used in the tannery or a prototype submitted by a different manufacturer, or is it a new product completely unknown to the colorist. In the first case, the testing will be routine, fast checking of the shipment, while in the other cases it might be necessary to subject the sample to all of the tests listed below.

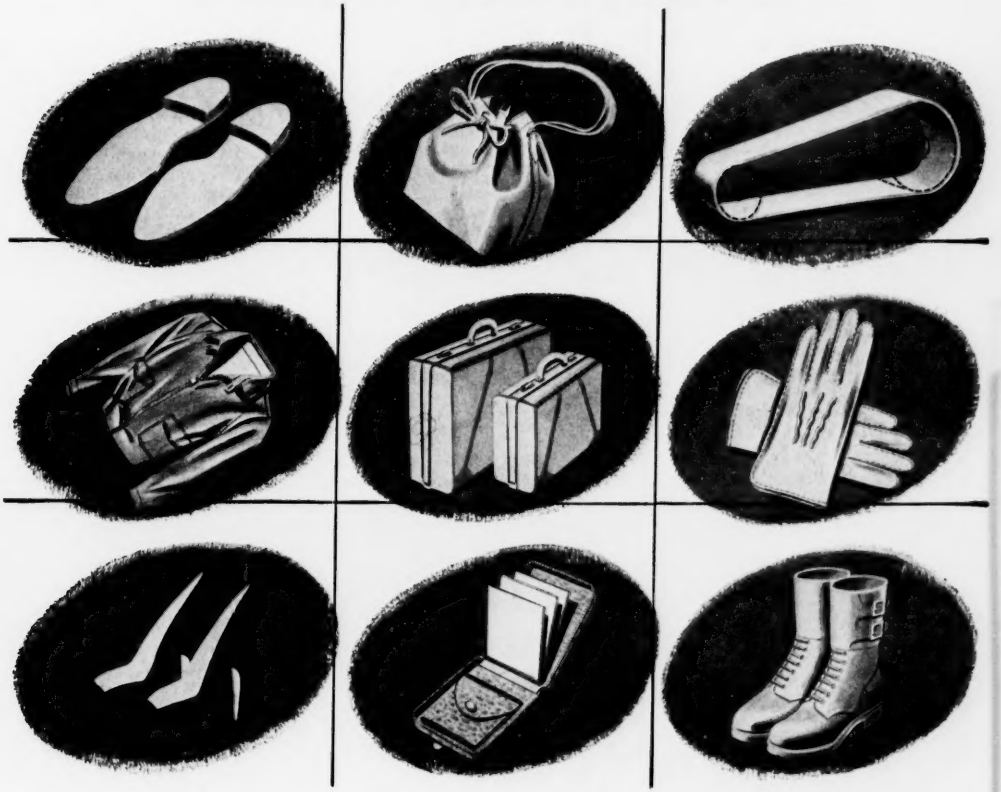
Let us first put forward some of the requirements for dyestuffs which are to be used in leather coloring. The most important requirement is level dyeing, followed by sufficient solubility, stability to acids, tinctorial strength, penetration, and in certain cases bleeding, crocking and light fastness. In addition, an ideal leather dye should contain only the minimum amount of salts, buffers and free alkalis.

Provided that nothing is known about the submitted dye, the first task connected with the examination will be the determination of the class to which it belongs. The differentiation between the natural and synthetic dyestuffs can be made in a simple manner by noting the odor of the dyestuff when heated in water or charring in a crucible. The characteristic sweet odor associated with vegetable coloring matter is unmistakably different from that of the synthetic dyestuffs. Should further confirmatory tests be required, they usually include the determination of ash and the pH of the dye solution. The natural coloring matter very seldom contains any appreciable amount of ash, while in the anionic synthetic dyestuffs one always finds considerable amount of salts which were used in the process of their manufacture or were added as "cutting" agents. The cationic dyes are usually cut with dextrine and, therefore, their ash content is less than that found in the anionic dyestuffs. Should we still be uncertain about the source of the submitted sample, then more complicated elementary analysis would have to be performed or the dyestuff would have to be applied to various textiles. This is, however, very seldom required since the above tests are usually sufficient for the identification of the groups.

Name	Type	Color Index	Penetration Index
Naphthol Yellow SNA	Acid	10	17
Xylene Milling Yellow S	Acid	145	4
Croceine Scarlet MOO	Acid	252	10
Xylene Fast Orange G	Acid	27	15
Sulfonine Orange R	Acid	Pr. 152	3
Chloramine Fast Orange SE	Direct	326	3
Rocceline S	Acid	176	5
Chloramine Red B	Direct	382	4
Resorcine Brown B	Acid	234	8

Condensed from a talk given at New England Tanners Production Club, March 21, 1952

No Matter What Kind of Leather You Make . . .



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QUALITY AND SERVICE SINCE 1866

GARGOYLE *Leather Oils and Greases*

In the differentiation between the anionic and cationic dyestuffs, use is made of the formation of a precipitate between the latter dyes and vegetable tannins. The reagent for this purpose is prepared by dissolving 10 grams of sodium acetate and 10 grams of tannic acid in 200 mls. of distilled water. The test is performed by dissolving the unknown dyestuff in sufficient amount of water to produce a concentration of 0.2 per cent. After the solution cooled to room temperature, place approximately 5 mls. of the dye into a test tube and gradually add a few drops of the tannin reagent. View the dye solution in strong light to determine the presence of a precipitate. Should a precipitate appear, the dyestuff is cationic (basic). The absence of any precipitation eliminates the possibility of the unknown sample being a basic dye.

Should there be further confirmation of the type of the unknown dye required, it could be achieved by the addition of a few drops of 1 percent solution of sodium bichromate to the dye solution. If precipitation does take place, it confirms the presence of a basic (cationic) dyestuff.

A still further test can be performed by adding a few milliliters of a known anionic dye solution to the unknown and observing if any precipitate is formed. It is helpful to select a yellow anionic dye for this purpose, since it is easier to observe the formation of the precipitate in light-colored solutions. When the unknown dyestuff is of a dark color, then add it to the known dye in the test tube. When the unknown dyestuff has a light color, pour the known dye into it. Knowing that an anionic dyestuff is being used for the testing, then if no precipitation takes place, the unknown dyestuff is also anionic. However, when the anionic known dye causes precipitation with the unknown dye, the latter must be cationic. The only way to determine whether the unknown anionic dye is acid or direct is to apply it to cotton fiber. If it colors cotton and the exhaustion is complete (beware of mixes) it is a direct dye; if it does not color cotton then it cannot be a direct dye.

Determination of the Shade

Although quite often a "pour out" on filter paper is a good indication of the shade obtainable on leather, in some cases, especially when dealing with a mixture of dyestuffs, the shade produced by pouring a 0.2 percent solution of the dye on filter paper is very much different from the shade produced on leather. The "pour outs" are good and rapid checks on incoming shipments that are to be compared with previous shipments of the same dyes. However, when a new dye is tested, it should be applied to leather.

As far as the determination of the shade of the dye is concerned, any laboratory dyeings are just to give us a little idea about the dye and that final tests will have to be conducted on full-scale tannery runs. However, through experience one will soon learn how great a change one can expect between the laboratory tests and the dyeings made in large tannery drums, and adjust his evaluations accordingly. In conducting the laboratory dyeings, one should duplicate or simulate as closely as possible the actual conditions encountered in the tannery. There are certain factors that cannot be duplicated in the laboratory; for example, the mechanical pounding that the leather receives in the large drums, or in certain cases, it is necessary to use more liquid than in the drums. But factors which can be duplicated should be duplicated. Temperature and pH can at least be approximated to the conditions of the tannery. It is very important that the tests be conducted on the stock on which the dye is to be actually used.

Tests Save Money

While making the coloring tests, one should observe the rate of exhaustion, penetration, any changes in shade when acid is added, bleeding in fatliquoring, etc., that might be used as criteria in the final evaluation of the dyestuff. However, we have to realize that it is very difficult to observe the preformance of a dye on a small piece of leather. In order to evaluate the uniformity and levelness, it is necessary to color at least three whole skins, or, better, a dozen of skins. Nevertheless, all of these laboratory tests are useful and quite often time and money is saved by going through with them before ruining a few skins.

When the leather samples are being dried, warm air should be blown over them, or they should be dried at room temperature. In any case they should not be dried at elevated temperatures. The time required for the samples to dry should be approximately the same as is required for the leather to dry in the tannery. When the colored leather is dry, it is compared with the required shade. When the shade of the newly submitted dyestuff is found satisfactory, the dye is then subjected to further tests.

Testing Homogenity

The previous tests enabled us to determine the type of the unknown dyestuff and the shade it produced on leather. A great many of the commercial dyestuffs are mixtures of a number of "straight" or homogeneous dyes and, therefore, in the systematic investigation of an unknown dye, one should include the tests for its homogenity. Although a straight dye has better possibilities of level dyeing, there are many mixtures, if properly blended, that produce just as good or in many cases better results than some "straight" dyes.

The various dyestuffs present in a mixture can be easily separated for observation by first thoroughly powdering the sample and then blowing a few milligrams of the powder from the tip of a spatula against a piece of filter paper which was previously dampened with water. The paper should not be too wet, because the dye specks upon dissolving will "run" into each other and obscure their identity. It is a good practice to wet the paper, allow it to part-dry and only then use it for the dye tests. After the dye was blown on the paper, the "blow out" should be kept in a stream of steam for a short period of time. The additional moisture and increased temperature facilitate the dissolving of any component which might not be soluble enough at room temperature. By observing the individual specks on the filter paper, one can account for practically all of the colors (shades) present in the mixture.

Occasionally mixtures are encountered which contain two or more dyestuffs of very similar shades which are either very difficult to detect or are impossible to detect in the "blow outs" described above. In cases like these, it is often very helpful to blow a little of the dye powder onto a layer of concentrated sulfuric acid in a shallow white porcelain dish (evaporating dish). Dyestuffs having very similar shades but varying in chemical composition usually show different colors when dissolved in concentrated sulfuric acid and, therefore, a mixture consisting of two or more components when blown on the surface of concentrated sulfuric acid will show varying colors.

When the mixture of dyes is not homogeneous and consists of dyes

(Continued on Page 38)

First quarter 1952 shoe production not as depressed as appears on first glance. Tanners' Council estimate this week placed Jan.-March output at 41,306,000 pairs, off 7.3% from first quarter 1951 and 6% from same period in more normal 1950. Percentage losses are misleading unless adjustment is made for military production in both periods.

Actually, first quarter civilian shoe output this year averages some 20 million pairs better per quarter than each of last three 1951 quarters. Civilian output in first three months 1952 estimated at 124.4 million pairs against 102.2 million in last quarter 1951, 106.3 million in third quarter 1951, and 107.8 million in second quarter 1951. Compared to first quarter 1951 and 1950, 1952 civilian output was about 9 million pairs off for each quarter—not too bad considering high production activity in both the earlier periods.

Military factor in production figures highly significant. In first quarter 1950, only half million pairs were produced for military. By first quarter 1951, this had reached 3 million. Second quarter 1951 saw peak of 7.7 million pairs. In third quarter, decline started as output fell back to 5.6 million pairs, declined again to 3.7 million in fourth quarter, and finally to 1.7 million pairs in first quarter this year. Short of war, shoe industry can count less on military to take up production slack. It's the civilian that counts again.

Interesting items: House Agriculture Committee has invited screen star Robert Montgomery, also a radio and TV commentator of prominence these days, to explain certain remarks made recently on his programs. Montgomery has devoted full broadcasts attacking U. S. and Canadian foot-and-mouth disease campaign as a "boondoggle" and deliberate waste of taxpayers' funds. Committee wants to know where Montgomery obtained his evidence.

• •

Canadian shoe manufacturers reported much more optimistic than U. S. cousins. Across-the-border now reported operating at steadily improving pace after slump of nearly a year. Retailers in both large and small cities reported cleaning out shoe stocks in good shape as consumer demand appears picking up. Result is healthy stimulant at manufacturing levels. Question is: why should it happen in Canada and not in U. S. where conditions are much the same and industry needs the same stimulus?

Curiously enough, while emphasis here is on possible lower prices to come, Canadian shoe manufacturers are predicting price rise at factory level. Basis of claim is they do not expect hide and skin prices to drop below current levels, look for leather costs to rise if anything.

No such optimism over here. Not yet, anyway. Hide trading continues to crawl along despite lowest prices in years. Leather sales are slow. Entire situation stems from disappointing business at retail level, right up to approaching Easter. Unless sudden weather change before Easter brings customers rushing into retail stores, industry will become sloughed in normal post-Easter letdown. Most observers not too downhearted, feel that inevitable approach of spring and summer weather will renew public interest in new styles. Casual wear appears in for big season, should help end slump.

• •

Industry witnesses testifying recently before Senate Banking and Currency Committee took solid swings at OPS. Among most articulate was Jack Minnoch, executive vice president of National Hide Association. Minnoch has helped hide industry carry the ball in drive for decontrol, has pleaded time and again with OPS officials for action. Yet, as he told Banking Committee, "I am getting a little bit disgusted with OPS double talk. You get one statement from them and you go back and find the opposite the next morning when you wake up."

Minnoch characterized OPS record keeping as a "complicated mess," meaningless because of current low ceilings and fact that actual hide sales are so far below actual ceilings. He described plight of "little fellow" out in the hide house, the one-man operator who can hardly make a figure let alone keep books. "He is doing his best to get all these records off and try to pack hides in a truck and assemble them on the other hand."

• •

Production workers in leather and products industry up again in Feb. 1952. Total at 342,000, a gain of 11% over 331,000 employed in Jan. 1952. In Dec. 1951, there were 323,000 employed. However, Feb. 1952 total is fully 32% less than the 374,000 at work in Feb. a year ago.

SHOEMEN URGE UNIFORM DECONTROL

TRADE OPPOSES SINGLE OPS ACTION

Seeks New Meeting Before Final Decision

The National Shoe Manufacturers Association went on record this week as opposing decontrol of hide and skin ceilings "unless and until leather and shoes also are decontrolled."

In its *News Bulletin* to members, the association said its board of directors had voted "preponderantly" in favor of opposing decontrol of raw materials unless similar action were taken on leather and shoes.

On March 26, the Association sent a wire to Ellis G. Arnall, director of the Office of Price Stabilization, stating its approval of OPS' contemplated action to remove only hide and skin price curbs. The wire read: "By official vote of our board of directors, this association expresses strong disapproval of and opposition to any action on the part of your agency which would decontrol hides and skins unless and until leather and shoes also are decontrolled.

"While we recognize that price ceilings on hides and skins at the moment are meaningless, leather and shoes also are selling below ceilings, and we feel strongly that all levels of the hide, leather and shoe industry should be considered jointly by you and that no action should be taken to decontrol a part of such a closely integrated industry without decontrol action at all levels."

Regulation Scrapped

A top Office of Price Stabilization official, meanwhile, reported that a decision on hide and skin price ceiling suspension was in process.

He explained that a proposed regulation, ending weight splitting requirements for hide men, has been scrapped, because suspension was imminent.

In addition, the association joined with three other groups in a telegram asking official OPS industry advisory committees be convened before a final decision is reached.

The second telegram was signed by: Tanners' Council of America, Irving R. Glass, executive vice-president; National Shoe Manufacturers Association, W. W. Stephenson, executive vice-president; National Shoe Retailers Association, L. E. Langston, executive vice-president. National Association of Shoe Chain Stores, Edward Atkins, executive secretary.

A reply came from D. C. Eberhart, secretary of the OPS study committee on the relaxation of controls, stating: "You may be assured that any suspension recommended by this committee will form part of an orderly program and will not be made precipitously."

To a reporter, Eberhart said that the question of industry advisory committee meetings is up to the OPS commodity division. The OPS leather division is headed by Dickson Stauffer. Stauffer, queried about the matter on March 31, said he had heard of such a telegram, and wanted to look into the matter.

Government observers felt that OPS will ignore the plea for a meeting to talk over hide and skin price ceiling suspension. Top officials believe that they would get into nothing but complications if they let users of products air their views before taking action on the ceilings over the products.

UNITED SHOE WAGE BOOST APPROVED

Close to 3,000 employes at the Beverly plant of United Shoe Machinery Corp. have received a wage increase of 3.6 percent, company officials announced this week. The increase has already been approved by the Wage Stabilization Board.

New pay rates closely follow the pattern of earlier increases approved for employes of General Electric Co. in Lynn, Mass., and Sylvania Electric Products Co. at Danvers.

The increase—granted 2,347 production and maintenance employes and 635 clerical workers at the USMC Beverly plant—is effective as of Dec. 21, 1951—date of United's application to the WSB for approval of the new wage rate.

Cyanamid Will Consolidate Leather Laboratory

American Cyanamid Co. has announced it will open a new laboratory in Chicago devoted to the study and application of leather chemicals. The new laboratory, due to open around May 1, will be headed by Frank A. Edmonds.

The company will also discontinue operations of leather chemicals application facilities at its Stamford, Conn., laboratories.

HIDE AND SKIN EXPORT CONTROLS OFF

OIT Warns Of Danger Of Heavy Exports

The American hide industry is warned today that a sharp step-up in exports of hides and skins, leading to a tight supply situation, could bring a speedy return of export controls.

The warning was carried in a Government announcement over the weekend that hides and skins will be on "open end" licensing starting April 1, for export purposes.

Strict Controls

For the past year or more, hides and skins have been under strict export controls, although the three-month quota for export was raised from 60,000 cattlehides to 250,000 in the first three months of this year.

The Office of International Trade of the Commerce Department, making the announcement, warned that licenses on exports still will be required for reasons of national security, and to protect domestic supplies. An OIT spokesman said that "security" means to prevent hides and skins going to Soviet-dominated areas.

Must Protect Supplies

He added that protection of domestic supplies means that the controls would be slapped back on in the event of sharp increases in exports leading to tight supply conditions at home.

Both light and heavy cattle hides are covered by the relaxation, the announcement of which came in the following words:

Give Date

"Beginning April 1, export quota restrictions will be removed from wet cattle hides and wet and dry calf and kip skins, the Office of International Trade, U. S. Department of Commerce announced today.

"Exports of these commodities, including cattle hide parts, are placed on 'open end' licensing for the second quarter of 1952, but individual export licenses issued by the OIT will still be required for security reasons and to protect domestic supplies.

"An improved supply-demand situation has enabled OIT to discontinue the quota restriction."

SHOE OUTPUT DROPS 7.3% IN 1ST QUARTER

Council Says Present Rate Improved

Shoe production in the first quarter 1952 will approximate 126,106,000 pairs, a decline of 7.3 percent from the 136,295,000 pairs produced in the same period last year and six percent below the 134,224,000 pairs turned out in the first quarter 1950, the Tanners' Council estimates.

Despite the decline in combined civilian and military production from first quarter figures of both 1951 and 1950, production to date this year is showing a "substantial degree of recovery, especially if adjustment is made for military footwear" over the last three quarters of 1951, the Council points out.

A breakdown of civilian and military shoe figures indicates that civilian shoe production in the first quarter 1952 was about 20 million pairs greater than quarterly production in the previous three quarters.

Civilian Figures

Civilian production in the first quarter 1952 totaled some 124.4 million pairs with military contracts accounting for another 1.4 million pairs. This compares with civilian output of 102.2 million in the fourth quarter 1951, 106.3 million in the third quarter, 107.3 million in the second quarter, 133.3 million in the first quarter, and 133.7 million in the first quarter of 1950.

Military output was 3.7 million in the fourth quarter 1951, 5.6 million in the third, 7.7 million in the second, 3.0 million in the first, and 0.5 million in the first quarter 1950.

In its monthly estimates, the Council placed Feb. output at 41,300,000 pairs and March at approximately 43,500,000 pairs. Feb. figures are about 4.6 percent below the same month of 1951 while the March estimate is 7.3 percent below March a year ago.

Curtailment in Feb. production was evident in all types of shoes except youths' and boys' which ran an estimated 20 percent over Feb. 1951 figures. Feb. 1951 output as a whole was 2.7 percent below that of Feb. 1950.

Trade sources were looking for a substantial increase in production figures for April as compared to March 1952. However, there is considerable doubt whether the 39,500,000 rate set in April last year can be equalled, particularly as military procurement was in fairly high gear at that time.

Following are comparative production figures for Feb. 1952-1951:

(000 omitted)	Est. Feb. 1952	Feb. 1951	% Change
Men's shoes	8,700	9,371	— 7.2
Youths', boys' shoes	1,390	1,156	+20.2
Women's shoes	19,830	20,154	— 1.6
Misses', children's shoes	5,430	5,586	— 2.8
Infants', babies shoes	3,220	3,334	— 3.4
Other (slippers, etc.)	2,730	3,712	—26.5
Total	41,300	43,313	— 4.6

Proclaim St. Louis Shoe Week April 27

Mayor Joseph M. Darst of St. Louis has proclaimed the week of April 27 as "St. Louis Shoe Week" in conjunction with the Sixth Annual Fall Showing of the St. Louis Shoe Manufacturers Association on April 27-30, according to Ray Kohn, president of the Association.

Plans have been completed for the show and a record number of exhibitors at leading hotels is expected. Manufacturers feel the coming show will prove the most active buying event yet staged.

Louis J. Schaefer, head of the Naturalizer Division of Brown Shoe Co. and chairman of the Association's entertainment committee, reports that Evelyn Knight and Jean Carroll, top flight radio and TV entertainers, will headline the entertainment at the beefsteak banquet. The banquet will be held Tuesday evening, April 29, at the Hotel Jefferson.

Canadian Shoe Fair To Open October 12

The Canadian Shoe & Leather Fair will be held during the week beginning Oct. 12 at the Royal York Hotel, Toronto, Ont., according to members of the Shoe & Leather Council. The Council met in Montreal recently.

Distinguishing features of the coming show will include open booth displays rather than use of hotel show rooms. Displays will continue throughout the five days of the Fair. In addition, a Fashion Show will be staged throughout the week.

Business meetings will be held on the first day only and other main functions will take place during the first three days. Arthur Sutherland, vice president of Blachford Shoe Co., Ltd., Toronto, has been named chairman of the convention committee. Fred Payne, executive vice president of the Canadian Shoe Retailers Association, has been appointed full-time convention manager.

DISTRESS CONTRACT HEARINGS ON APRIL 17

Government To Hold Panel For Shoemen

The Surplus Manpower Committee has announced it will hold a panel hearing April 17 in Washington on the much-discussed question of whether to grant shoe manufacturers in "critical" areas preference on military and other Government shoe contracts.

Industry executives desiring to present statements at the meeting are required to notify the Committee secretary of their intention by April 14.

The Committee recently announced that any aid given shoe manufacturers in the form of negotiated contracts should be on an industrywide basis rather than in individual areas. Committee members argued that preferential contracts given to one part of the industry would have major repercussions throughout the entire industry.

Committee members will hear testimony from manufacturers and others on the extent of labor surpluses in various shoe centers, facilities available for handling Government shoe contracts, and procedure for awarding preferential contracts within the shoe industry.

Among industry leaders expected to attend the meeting is a group of shoe executives already designated by Governor Paul A. Dever of Massachusetts to help channel Government contracts into distressed state shoe and textile centers.

POLITICS OUT

Although various other labor organizations in New Hampshire lined up behind President Truman in the recent and widely-publicized presidential primary election held March 11 in that state, the New Hampshire Shoe Workers' Union of Manchester, an independent, announced that it was withdrawing from the United Labor Committee of New Hampshire. The Committee had supported Truman in his unsuccessful stand against Sen. Estes Kefauver of Tennessee.

Spokesmen for the Shoe Workers' Union said the withdrawal action was not due to any inter-union friction but because "our boys aren't too political-minded and don't care to get mixed up in politics."

DIAMOND ALKALI OFFERS NEW SERVICE

Completion of three major moves in a long-range program of modernization and rehabilitation has resulted in increased operating efficiency, greater production and better service to customers at the Martin Dennis Division of Diamond Alkali Co., leading maker of chromium chemicals and special-purpose leather tanning compounds for the leather industry.

The company has announced culmination of a four-year plan which included rehabilitation and modernization of its Kearny, N. J. plant, centralization of the division's manufacturing activities at the Kearny plant and closing of the Newark plant, and transfer of the leather laboratory and equipment to Diamond's new Technical Center at Painesville, O.

Step one—thorough modernization—was a complete "overhaul" of bichromate of soda production facilities at Kearny, with substantial additions of new equipment, as well as replacements.

Step two meant the actual transfer of "Tanolin" production from Newark to Kearny. This oldest and most favorably known one-bath chrome tan, introduced years ago by Martin Dennis, uses bichromate of soda, produced at Kearny, as a key raw material. To carry out this step, a completely new "Tanolin" manufacturing unit was built at Kearny.

Step three called for the laboratory move. With the leather laboratory now located in Diamond's large new Technical Center, it can take advantage of all the benefits of new and improved research and development equipment and facilities recently installed there.

Important phases of leather manufacture and processing will be carried out, on pilot plant scale, in the new laboratory. A splitting machine has been installed to carry out stratographic analysis of leather—the most modern approach to this complex problem.

George J. Martin, who supervises Diamond's sales to the leather industry, explains the "service" features of the modernization program like this:

"Outstanding from the leather industry's standpoint will be the very noticeable increase in sales service, which comes as a planned result of the modernization program. As an operating division of Diamond, Martin Dennis assumes even greater responsibility as a raw material supplier in keeping abreast of technological advances and establishing proper and efficient use of all our products for the leather industry."

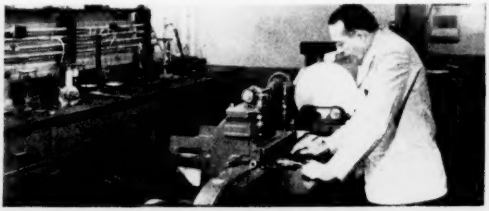
Kamborian Sees Brazil As Growing Market

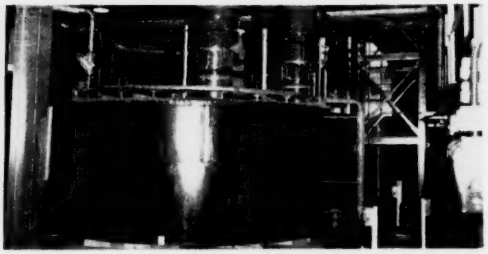
The South American country of Brazil will offer a steadily growing market for American shoe market, according to Jacob S. Kamborian, president of International Shoe Machine Corp. of Cambridge, Mass. Kamborian has just returned from a six-weeks' trip to South America where he visited dozens of shoe factories in Brazil and Argentina.

"Brazil's steadily growing demand for shoes will not be met for years unless factories there modernize," the ISMC head declared. "The labor supply is adequate and, without any change in the number of workers, there could be substantial production increases with the aid of better machinery."

Kamborian said he saw only two shoe plants in Brazil operating with modern shoe machinery and "on what would be called an efficient basis by U. S. standards." One of the two modernized plants is U. S. owned.

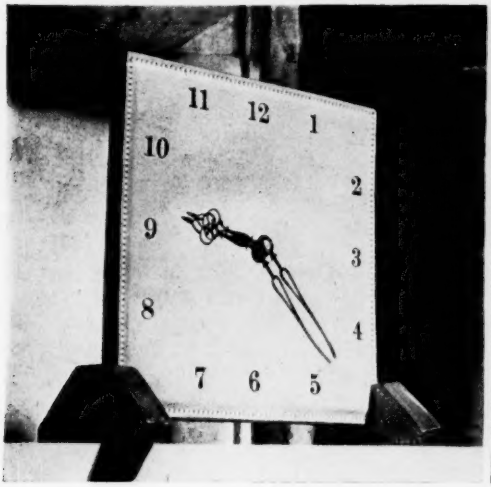
To help supply needed machinery, International Shoe Machine Corp. is now in the process of establishing a subsidiary in Brazil. Other foreign affiliates of ISMC are Ralphs-Kamborian of England, Bertrand-Kamborian of France and Albhorn-Kamborian of Germany.





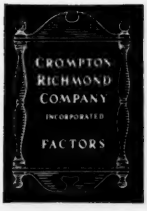
Some of the more outstanding developments in Diamond Alkali Co.'s modernization program are illustrated in the four photographs above. Upper left, experimental drums and paddles, shown in operation at the leather laboratory in the Diamond Technical Center, enable technicians to duplicate important phases of leather manufacture and processing. Upper right, a splitting machine in the laboratory is used in the stratographic analysis of leather. Lower left, a kiln operation in producing bichromate of soda at Kearny. Some of the enclosed collection equipment is visible overhead. Lower right, "Tanolin," famed one-bath chrome tan developed by Martin Dennis years ago, is now made in completely new equipment.

BRITISH LEATHER CRAFTSMANSHIP AT ITS BEST



Two fine examples of British craftsmanship in leather are this novel clock face in smooth hide (left) and pigskin writing case. Both are among the many outstanding new ideas and designs in leather to be exhibited to overseas buyers at the 1952 British Industries Fair (Earls Court and Olympia, London, and Castle Bromwich, Birmingham) from May 5-16. Britain's leather goods industry, composed mainly of small family concerns, is currently engaged in a concerted drive to recapture lost markets and develop new ones. Other leather products include luggage, handbags, notecases, wallets, saddlery and harness and novelty items. Emphasis today is on items for export.

THE EFFICIENCY FACTOR



Crompton Factoring is to business growth what the division of labor is to more efficient industry.

This seasoned service specializes in converting receivables into cash – continuously . . . and thawing out assets tied up in sales and distribution.

Crompton backs up men and machines with more working dollars – for greater cohesion. Your own equity capital becomes more productive. You can turn out the goods more efficiently – for the needs of the market.

This service assures a perennial plus in working capital that is actually a competitive edge. That is why Crompton is doing a bigger job all the time.

The Human Factor

CROMPTON-RICHMOND CO., INC.

1071 Avenue of the Americas, New York 18, N. Y.

SHOEMEN BLAMED FOR LOW HIDE CEILINGS

Senate Committee Publishes Testimony

The shoe manufacturing industry stands accused today of influencing Office of Price Stabilization policy on price ceilings over hides and skins.

C. B. Heinemann, president of the National Independent Meat Packers Association, told the Senate Banking and Currency Committee: "It is a notorious fact that the shoe people were called into conference when hides were under consideration and that they were in part responsible for the outrageous low prices on hides.

"The large soap manufacturers were also called and recommended the very low prices on inedible animal fats and oils. We feel that the unfair ceiling on tallow has been a direct factor in holding back meat production and forcing down the price of livestock on the public markets."

The second rollback in hide prices, he added, "presumably represented the shoe industry's idea."

The testimony of Heinemann was published this week by the committee, which has concluded hearings on extension of the Defense Production Act for another year.

Another witness, John K. Minnoch, executive director of the National Hide Association, was asked specifically if he agreed with Heinemann. The question came from Senator Allen J. Frear, D., Delaware.

Minnoch replied, "We have constantly brought to the attention of the people in OPS that there is insufficient small dealer representation consultantwise or committeewise; and also the fact that too frequently in our industry, the shoe industry and tanning segments of that industry have more or less helped shape our program. I believe they have too much to say about running our business."

Minnoch asked for the end of record-keeping by hide dealers, which is an OPS requirement, and the scrapping of price ceilings over hides and skins. He was critical of the OPS.

Minnoch said hide and skin prices are half what they were a year ago, quoting from the Chicago Daily Hide and Tallow Bulletin to furnish the facts. He added: "The consumer did not get the benefit of that hide price reduction."

Most of Minnoch's statements were in answer to questions from Senators Frear and Andrew F. Schoeppel, R., Kansas. Senator Frear wondered what part of the cost of a pair of shoes is leather.

Minnoch gave as a "rough estimate" the figure "about 45 percent."

Senator Frear said: "Even at 45 percent, if that is cut in half, it should reduce the price by 22 percent or 20 percent, or some round figure, and I understand you say the maximum reduction was seven percent at the wholesale level. I assume when you go to OPS for relief, they give you reasons for such things?"

Minnoch replied that OPS comes up with "charts and cycles and graphs" which can tell any story "if you want to juggle them right."

The hide industry has a "gripe" about an industry advisory committee called a few months ago, to study a possible second rollback in hide prices, said Minnoch.

"At our last industry advisory meeting those present agreed unanimously to do one thing, and they (OPS) did just the opposite."

Senator Frear asked why, and Minnoch said:

"I feel the thing was cut and dried before the committee met. That was my real feeling of the situation. The action came perhaps too soon after an industry advisory meeting to gather information in such a short time that was of such import."

Eaton To Open Factory In Maine

Charles A. Eaton Co. of Brockton, Mass., will manufacture men's work shoes in an occupied factory located in Richmond, Me., the Maine Development Commission announced this week. The company, which makes men dress shoes in its Brockton plant, was offered the Richmond factory by local citizens.

Operations are expected to begin shortly with some 75 workers employed at the outset.

Pratt To Open Finishing Course

Pratt Institute School of Leather and Tanning Technology announces it will open a short term course of three weeks duration on Finishing beginning on April 22. Lectures and demonstrations on special subjects by various industry executives will highlight the meetings.

MILITARY BIDS AND AWARDS

Flat Leather Belting

April 7, 1952—QM-30-280-52-1286 covering invitation to bid on the following items of flat leather belting: 1,990 feet, vegetable tanned, No. 1, Ply 1/8" thickness, width 2"; 1,920 feet vegetable tanned, No. 1, ply, 15/64" thickness, 4" width; 3,250 feet, vegetable tanned, No. 2, ply 5/16" thickness, 6" width. Applicable specification is KK-B-20lb, dated November 13, 1946 and Amendment No. 1 dated March 30, 1949. Deliveries during May and June with acceleration desired.

Welding Gauntlets

April 7, 1952—Invitation No. 52-5969 issued by Headquarters Air Materiel Command, Dayton, O., covering bids on 15,168 pairs welding gauntlets. Specifications KK-G-470 as amended May 16, 1950, chrome tanned horsehide or cowhide.

Firemen's Boots

April 17, 1952—QM-30-280-52-1375—2,080 pr. boots, rubber, firemen, size 5; 100% overseas pack; must be delivered to San Francisco Port of Embarkation by May 31, 1952; opening, New York, 1 p.m.; this procurement for the regular Army.

Barbed Wire Gauntlets

April 24, 1952—QM-11-009-52-1234 covering invitation to bid on 59,040 pairs Barbed Wire Gauntlets, specification MIL-G-2122, dated March 29, 1950. Opening at Chicago Quartermaster, 10 a.m.

Leather Gloves

April 25, 1952—QM 11-009-52-1145 covering invitation to bid on 435,100 pairs Heavy Leather Gloves, Specification MIL-G-2366A, dated Dec. 11, 1951. Opening at Chicago Quartermaster at 10 a.m. with various delivery dates starting in Sept.

Women's Overshoes

April 1, 1952—QM-30-280-52-1435 covering invitation to bid on 1,560 pairs women's overshoes, rubber, high-laced fastening. Bids will be opened at New York Quartermaster, 3:00 p.m., May 1. For the U. S. Air Force.

Men's Rubber Overshoes

May 2, 1952—QM-30-280-52-1436 covering invitation to bid on 174,882 pairs Men's Rubber Overshoes, High 5-buckle, specification

MIL-0-836 dated July 29, 1949. Five items of domestic pack and five items of overseas pack. Opening at N. Y. Quartermaster at 11 a.m. Equal deliveries during Aug., Sept. and Oct.

OPEN LEATHER BIDS

Nineteen leather firms submitted bids at the opening of Army Invitation No. QM-30-280-52-1202, calling for three leather items. The low bidders on each of the three items follow:

Item 1—1,500 skins black tooling calfskin leather — A. C. Lawrence Leather Co., Peabody, Mass., at 54c per square foot; 15 days acceptance, net.

Item 2 — 2,200 fronts, cream horsehide leather, heavy weight — A. L. Gebhardt Co., Milwaukee, Wis., at 34½c per square foot (39,600 square feet available), 15 days acceptance, net.

Item 3—1,620 backs, russet strap leather — Geo. Moser Leather Co., New Albany, Ind., 59.7c per square foot; 15 days acceptance, 2% in 30 days.

OPEN LEATHER BIDS

Low bidders at the opening of QM-30-280-52-1202 covering various leather items were revealed March 24 at the New York Quartermaster Procurement Office as follows: A. C. Lawrence Leather Co., Peabody, Mass., Item 1, black calfskin tooling leather; A. L. Gebhardt Co., Milwaukee, Wis., Item 2, cream horsehide leather, and Item 3, russet strap leather.

AWARD COMBAT BOOTS

La Crosse Rubber Mills, La Crosse, Wis., has been awarded contract for 2,120 pairs rubber insulated, combat boots. The award was on QM-30-280-52-NEG-79 with a dollar value of $53,000.

Mrs. Fryman Resigns From I. Miller

Mrs. Betty Walters Fryman has resigned from I. Miller & Sons, where she has been director of national publicity, both newspaper and magazine, since 1950. Mrs. Fryman's duties with the company also included handling promotional projects such as educational booklets and dealer aids, as well as writing fashion and general publicity copy.

Prior to her affiliation with the New York shoe manufacturer she has been a teacher of English, Speech and Dramatics in Pittsburgh, Pa. Her business experience also included the Joseph Horne Company in Pittsburgh.

"210" Banquet Maestro

Robert Goldstein, treasurer of Plymouth Shoe Co., Middleboro, Mass., who has been named chairman of the Entertainment Committee for the 20th Banquet and Entertainment of The 210 Associates to be held Tuesday evening, May 13, at the Waldorf-Astoria in New York.

NOW!

to cement Foam Crepe Soles with or without heel attached—

Use this Wedge Heel & Sole Cementer . . . great saving in labor cost . . . great saving in expensive neoprene cement.

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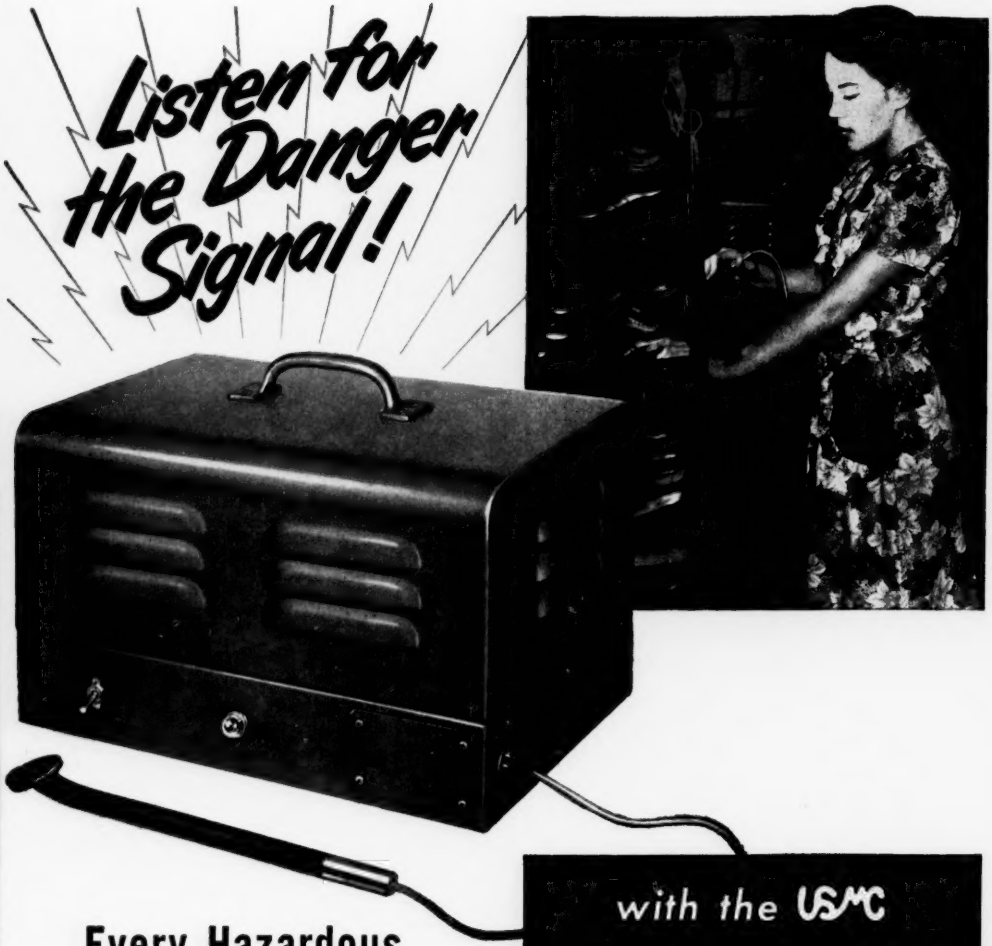


Every Hazardous, unwanted tack can be electronically located...

with the USMC

TACK-DETECTOR

MODEL A

No more overlooked tacks due to "hit or miss" hand searching! No more scratches and cuts for the operator! You can be assured that shoes will leave the factory free from misplaced side lasting staples, insole and toe lasting tacks.

What it is. The Tack Detector is a compactly designed, portable machine utilizing heavy duty electronic tubes and parts for long and uninterrupted service. Placed on a convenient bench, shoes may be inspected without removal from the rack by means of the probe or wand which is connected to the machine by a light and flexible cable.

How it works. An audible but muted buzzing signal sounds when wand contacts metal objects. Search is rapid as over-all contact of the insole can be made on one entry and removal.

High production . . . Low maintenance. Depending on factory conditions, production will vary from approximately 6000 pairs daily where the operator merely searches the shoes to approximately 2000 pairs where search and removal are performed by one operator. Maintenance costs are low.

For complete details call the nearest United Branch Office.

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

LEATHER SALES SLOWER AS HIDE MARKET WEAKENS

Tanners Report Little Interest As Prices Wobble Again

Seasonal slowdown adds to market lethargy. Not enough business in sole and side upper leathers to establish price trend. Calf and kip continue steady.

Sole Unsteady

Renewed weakness in heavy hide prices, generally attributed to buying apathy on part of sole leather tanners, serves to slow down sole leather sales in Boston even further. Tanners say there was little enough business before the hide market break; now buyers have again withdrawn from the sole leather market waiting to see where prices will settle.

Result is recent prices do not mean much. There hasn't been enough new buying to indicate where next price levels will be. However, it appears that most recent levels will be hard to get. Before latest hide price break, tanners were generally getting 48c and down for 10 iron and up bends, 54-56c for 9/10 irons selected, 62c and down for 8/9 irons, and 70c for below 8 irons. New prices are anybody's guess.

Sole leather tanners of Philadelphia find things quiet. Findings slow for a considerable period of time, but in the last week factory bends have taken a drop. Price quotations were not available. The best that they would say was that prices are definitely weak.

Sole Offal Unsettled

Only bellies show any signs of steadiness in Boston sole leather offal market. Because demand has been fairly active for both cows and steers, tanners are still able to get between 22-24c although fewer sales heard at higher level.

Other sole offal selections are unsteady with no definite prices quoted this week. Tanners are willing to talk business but there are not enough buyers around to indicate any price level. If hide market stiffens shortly, prices on leather market may also stabilize. Meantime all is confusion with shoulders, heads and shanks.

Sheep Unchanged

Boston sheep leather market continues about the same. This is offseason and business has not been brisk. There is considerable price resistance still evident but tanners say they cannot do much about this as long as pickle skin situation remains uncompromising. Weakening of domestic hide market only serves to intensify price pressures on sheep leathers.

Best new business generally from Southwest cowboy boot manufacturers—by now an important standby of sheep market. Boot linings unchanged in price; range generally between 19-23c with best volume at 24-25c. Shoe linings around 16-21c; better business at 20c and down. Chrome not too active at 29c and below. Colored vegetable linings fair at 25-26c.

Garment suede continues to do about best business on sheep market. Tanners still get 29c and down for high colors. Interest remains high. Sheep grains slow. Not enough business to peg prices.

Calf Moderate

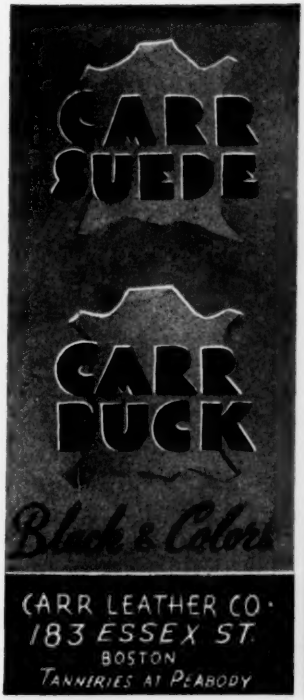
Boston calf leather tanners say their business better than expected at this time. Surprising strength of calfskin market reflected in calf leather market where prices remain steady and sales continue moderately active. Unlike most other leathers, calf seems to be experiencing renewed interest. More and more shoe manufacturers have returned to calf as they realize that prices are now within their range.

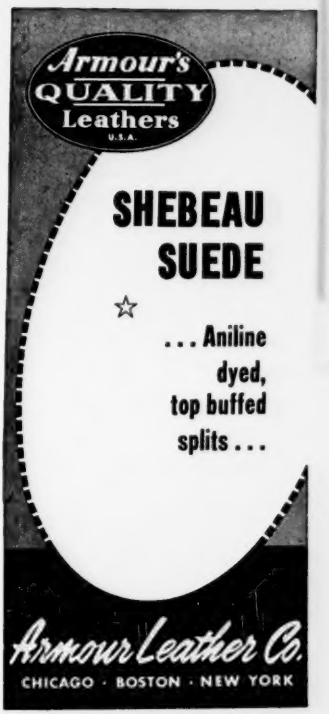
Women's weight smooth calf most wanted. Sales generally at 30c and down for B grades. C grades at 65-70c, D at 58-63c, and X grade at 48-53c, according to list of one leading tanner. Of course, best interest at 60; and below. Leading colors are black, brown, blue, green and red.

Better grade men's smooth calf wanted and not too much around. Prices still around 97c and down. Interest slower in medium and lower grades which sell between 50-70c. Suede fair with Bucko doing well at 35c and down. Black and blue calf suede moves best at 35c and down.

Sides Slacken

Boston side upper leather market slows down perceptibly under depressing effect of unsteady hide mar-





KORN LEATHER COMPANY

TANNERS OF

Splits

FOR EVERY PURPOSE

Side Leather

MEN'S AND WOMEN'S
IN THE POPULAR PRICED RANGE

PEABODY, MASS., U. S. A.

ket. Tanners not too optimistic this week as leather buyers either drop out of the market or put on more pressure for immediate bargains. There is little if any buying ahead. Shoe manufacturers are interested only when they need the leather and after considerable shopping around.

Not too much point in quoting side leather prices this week. Market apparently seeking new levels again and not enough buying to indicate them. Kip is one of few selections to hold fairly steady along with kipskin market. Tanners still get 52-54c for heavyweight combination tanned kips, better grades. Lesser grades having more trouble. Sides are all over the lot with tanners having trouble holding prices in high 30's.

Splits Uncertain

Not much change in Boston splits market although tanners report general slowdown concurrent with hide market weakening. About the only encouraging part of splits market remains as usual in heavy suede splits which still manage to move fairly well at fairly steady prices. Most sales reported around 43-45c. Black, blue and brown wanted.

Light suede splits much less active with sales reported around 36-37c and down. Colors bring another cent higher. Linings quiet at 15c and up. Work shoe slow at 27c and down. Gussets drag.

Belting Leather Dull

Belting leather tanners of Philadelphia report activity has more or less died down in the rough leather industry. Curriers have not done any heavy buying so that their increased business hasn't reflected back in any great degree, at least locally. Tanners say that the picture is such that business can be compared to the situation in the Fall—everything is just down in the doldrums again. Tanners will not quote prices, saying that they are again too unstable.

Curriers are finding activity still fairly satisfactory. Business does not appear to have died down, and remains at the same level of activity reached a few weeks ago. However, the demand is no longer concentrated on the light weights. There is a definite spread, and some report that not heavier weights are outselling the others.

AVERAGE CURRIED LEATHER PRICES

Curried Belting	Best Selec.	No. 2	No. 3
Butt Bends	1.22-1.35	1.18-1.30	1.14-1.20
Centers 12"	1.51-1.62	1.39-1.57	1.26-1.35
Centers 24"-28"	1.45-1.58	1.39-1.53	1.30
Centers 30"	1.39-1.52	1.34-1.47	1.29-1.30
Wide sides	1.12-1.28	1.08-1.23	1.01-1.08
Narrow sides	1.04-1.20	1.00-1.16	.94-1.00

Premiums to be added: Heavy minus 5c-10c; Extra Heavy minus 2c to plus 5c; Light plus 10c-21c; Extra Light plus 25c.

Kid Weak

Kid leather tanners of Philadelphia find the picture not promising. Goatskins have dropped and in turn, buyers expect prices of finished leather to drop. However, just as tanners are reluctant to buy more than absolutely essential on a declining market, their potential customers feel the same way. No one wants to do business on a weak market: fear bottom not yet reached. Calf a real threat, cutting in where it was never a problem before. Some sales made, but nothing satisfactory.

Suede is starting up in black. No more white being processed, but in some demand this past week. In glazed, colors for Fall "fell flat on their face." Aside from a dark green, some browns and dark blue, no interest in other colors. High colors have died down.

Slipper still going along slowly. Cowboy men have been doing some buying of the slipper weights. Linings rather good. However, sheep is still quite stiff competition. Nothing new has been reported in crushed or satin mats. Tanners are reluctant to discuss prices. Some lists have been revised downwards, but even then, tanners do not always stick to the prices. Most sales are made in the lower ranges, with very few of the high priced leathers in demand.

Average Prices Quoted In Philadelphia

Suede 32c-92c
Linings 30c-60c
Glazed 30c-90c
Satin mats 69c-$1.20
Slipper 30c-60c
Crushed 35c-80c

Glove Leathers Troubled

Firm orders for either gloves or leather still lacking in this County. Some larger buyers are exploring the market pricewise but seem to have no intention of placing business until much later in the year. Some last minute Easter buying especially in Whites.

English doeskins have dropped from 42c to 35c for the most popular grade. However, English glove makers are offering doeskin gloves at prices below our production costs.

Lower raw skin prices in Capes and Cabrettas have not been reflected in leather prices. Tanners say the quality of raw stock arriving in this country is so poor that it is difficult to break even at present scales. This complaint is general. Pre-war standards have been abandoned by foreign shippers.

Garment Leather Firms

Buying in anticipation of a revival in leather garment business for fall and winter has given this market some degree of buoyancy in recent weeks. Suede and grain types of garment leather bought at levels to permit attractive prices on finished garments to the consumer. Tanners

FLEXIBLE INNERSOLE SPLITS

Solid and firm tannage, but mellow enough to channel well.

Uniform natural light color.

Closely sanded flesh side.

Consistently well-trimmed and uniform weight.

Meeting all chemical and physical requirements to make a comfortable and long lasting shoe.

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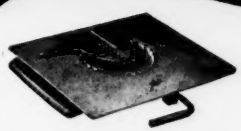
315 FIFTH AVENUE • NEW YORK 16, N.Y.
MANUFACTURERS OF GAHNA LEATHERS

CUTTING, PERFORATING, MARKING DIES



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booked steady business aggregating a fair volume at around unchanged prices. In suede garment leather, volume buyers have been showing continued interest around 28c and have made purchases but the bulk of sales involving moderate quantities has been around 31-32c with up to 36c still listed for very top grades.

No change in the price picture apparent in grain garment leather. Still holding around 32-34c and down to around 26c for volume business in average run productions.

Regarding horsehide garment leather, some tanners have not been pressing for new business, having sold well ahead into this month's output, prices steady. Good productions still list at 36-37c and down with usual 2c spread between grades. Demand fair, although not so brisk as during recent weeks. Average price basis quoted around 33-34c.

Work Gloves Slow

Occasional sales made but demand slow. Business passing is on a steady basis, sellers still listing top No. 1 grade LM weight at 15c, No. 2 grade at 14c and No. 3 grade at 13c. Regular outlets are confining purchases to actual requirements, not doing anything to increase their inventories. M weight alone unchanged. No. 1 grade 16c, No. 2s 15c and No. 3s at 14c. Buying of this type also is on a "hand-to-mouth" basis.

Bag, Case and Strap

Deliveries being made against previously booked orders have comprised activity. New business leaves much to be desired. Limited demand and usually for top grade leather. Lower grades almost neglected. One leading seller made a reduction in list prices of second grade to a 4c discount from the top grade instead of 3c less as previously listed but new business slow to develop in practically all categories.

Top grade 2½ ounce case leather is held at 54c and 3 ounce at 56c, little new business. Strap leather moving in limited way and top grade still receives buyer preference with 4 ounce natural russet sides listed at 60c down; 5 ounce 62c and down; 6 ounce 64c and down, up to 10 ounce at 70c and down. B grade is 4c less and C grade an additional 2c less. Colors quoted at 2c premium over regular russet and glazed strap 3c higher with B grade 4c less and C grade 6c less.

Little change in tanners' lists. While there were variations in prices ranging from 56c down to 51c for grade A natural russet strap sides with B grade 53c and down, lists were considered competitive from the standpoint of quality factors such as finish, trim, method of selection, etc. New business was generally being sought but sellers found limited amount of interest shown with result that except for occasional sales a rather dull situation continues.

TANNING OILS DULL

Raw Tanning Materials

Divi Divi, Dom., 48% basis shp't, bag ton	$ 72.00
Wattle bark, "Fair Average"	$105.00-$106.00
"Merchantable"	$100.00-$101.00
Sumac, 28% leaf	$140.00
Ground	$135.00
Myrobalans, J. 1's	$48.00-$50.00
Crushed $74.00-$76.00 J. 2's	$40.00
R. 1's	$48.00-$50.00
Valonia Cups, 30-32% guaranteed	$68.00-$69.00
Valonia Beards, 42% guaranteed	$86.00
Mangrove Bark, 30% Bo. Am.	$53.00-$54.00
Mangrove Bark, 38% E. African	$80.00-$81.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.25
Barrels, c.l.	5.10
Barrels, l.c.l.	5.42
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	10.92
Bags, l.c.l.	11.65
Cutch, solid Borneo, 55% tannin, plus duty	.08¼
Gambier Extract, 25% tannin, bbls. .09½	.12
Hemlock Extract, 25% tannin, tk. cars f.o.b. works	.0625
Bbls. c.l.	.06⅞
Oak bark extract, 25% tannin, lb. bbls. 6½-6¾, tks.	.06¼
Quebracho extract	
Solid, ord., basis 63% tannin, c.l. plus duty	.11 31/64
Solid clar., basis 64% tannin, c.l.	.12 3/16
Liquid basis, 35% tannin, bbls.	
Ground extract	
Wattle extract, solid, c.l. (plus duty) So. African	.11¼-.11⅝
Wattle extract, solid, c.l. (plus duty) East African	.11⅛-.11¼
Powdered super spruce, bags, c.l. .05¼; l.c.l.	.05½
Spruce extract, tks., f.o.b. wks.	.01¾
Myrobalan extract, solid, 55% tannin (plus duty)	.10¼
Myrobalan extract, powdered, 50% tannin (plus duty)	.10¾
Valonia extract, powdered, 63% tannin (plus duty)	.9½

Tanners' Oils

Castor oil, No. 1 C.P. drs. l.c.l.	.31½
Sulphonated castor oil, 75%	.27½
Cod Oil, Nfld., loose basis, gal.	1.10
Cod, sulphonated, pure 25% moisture	.15
Cod, sulphonated, 25% added mineral	.13
Cod, sulphonated, 50% added mineral	.12
Linseed oil tks., c.l. zone 1	.185
drums, l.c.l.	.205
Neatsfoot, 20° C.T.	.34
Neatsfoot, 30° C.T.	.32
Neatsfoot, prime drums, c.l.	.16½
l.c.l.	.17½
Neatsfoot, sulphonated, 75%	.17
Olive, denatured, drs. gal.	2.40
Waterless Moellon	.16
Artificial Moellon, 25% moisture	.13
Chamois Moellon, 25% moisture	.10
Common degras	.14½
Neutral degras	.27½-.29
Sulphonated Tallow, 75%	.12
Sulphonated Tallow, 50%	.08
Sponging compound	.14
Split Oil	.12-.14
Sulphonated sperm, 25% moisture	.16½
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.17
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.16
Petroleum Oils, 100 seconds visc., tks., f.o.b.	.14

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PACKER HIDE MARKET HITS DOWNSLIDE AGAIN

Falling Prices Inevitable Result Of Slowed Down Trading

Weakness evident in all selections. Offerings and sales pick up slightly as prices decline along the line.

Big Packers Weaker

Lack of volume-buying orders, and accumulating supplies of big packer hides in absence of broad trading during the past two or three weeks responsible for weaker undertone in hide market. Heavy sole leather hides, branded steers and branded cows difficult to sell. Larger independent packers quick to sense trend and sold these selections at lower prices. Two of the big four packers making sales wherever possible at prevailing prices but the other two big packers withholding offerings of their hides. Reasons for holdback not clear except for fact sellers were resisting the lower prices.

Following the lead of an independent packer who sold branded cows at 13c and Colorado steers at 9½c plus a kosher allowance, one big packer sold 1,000 Wichita light average branded cows at 13½c and 1,600 Colorado steers at 9½c. Same packer sold 2,250 heavy butt branded steers at 10c, down 1½c from week ago and narrowing the spread between butts and Colorados to one half cent. Also a sale of 1,200 Sioux City heavy cows by this packer at a cent decline or 13½c. Another big packer sold 800 of the same selection from that point on the new lower basis.

Bids were present at mid-week at 14½c for northern (St. Paul type) heavy cows. Previous sale of St. Paul heavy cows was at 15½c. Slowness in offering hides and unwillingness to accept lower bids tended to restrict trading in other selections.

Heavy native steers quoted at 11½c for Chicago and river points and 12c for St. Paul types, as based on business by independent packers. Bids ranged down to 15½c on light native steers. Big packers refused a bid of 15½c on Chicago light cows earlier in the week, asking last trading basis of 16½c. Last actual sales were made the latter part of last week involving 1,250 St. Paul light cows at 17c and 2,000 light average River light cows at 17½c. Business in bulls was confirmed at a cent decline from the basis prevailing a week ago, several cars selling at 10½c for native and 9½c for branded.

Independent Packers Active

Larger midwestern killers have been active sellers. Packers' Ass'n sold 2,700 heavy native steers at 11½c this week following earlier sales of 3,300 branded cows at 13c and 750 Colorados at 9½c plus kosher allowance. Previously, a Minnesota packer was active, trading in heavy native steers at 12½c, butts at 11c and Colorados at 10c. This packer as well as a large Iowa killer sold bulls at 10½c basis natives.

On the Pacific Coast, last confirmed trading was by one of the Big Four packers who sold about 8,200 March hides at 11c for butts, 10c for Colorados, 14½c for light and 16½c for ex. light steers and 14c for branded cows. West coast small packer steers accumulating due to slow demand. Some heavy lots offered as low as 8c there and bids of 7½c solicited but no new trading confirmed. West coast small packer cows held nominal around last trading basis of 13c flat, fob.

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close April 3	Close March 27	High For Week	Low For Week	Net Change
July	14.50B	16.00B	15.84	14.55	—150
October	14.55T	15.90B	15.85	14.55	—135
January	14.60T	15.93B	15.45	14.60	—133
April	14.60B	15.95B	15.85	14.72	—135
July	14.60B	15.95B	15.62	14.72	—135

Total Sales: 287 lots

HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago	New Ceilings
Heavy native steers	11½-12	12½-13	12 -12½	33	28
Light native steers	16½N	16½-17	17	36½	31½
Ex. light native steers	18½N	19	18½-19	39	34
Heavy native cows	13½-14½	14½-15½	14½-15½	34	29
Light native cows	16½-17½N	16½-17½	16½-17½	36 -37	31 -32
Heavy Texas steers	10N	11½	11½	30	25
Butt branded steers	10	11½	11½	30	25
Light Texas steers	14½-15N	15	15	34½	29½
Ex. light Texas steers	16½-17N	17	17	37	32
Colorado steers	9½	10½	10½	29½	24½
Branded cows	13 -13½	14 -14½	14 -14½	33	28½-29
Native bulls	10½	11 -11½	11 -11½	24	20
Branded bulls	9½	10 -10½	10 -10½	23	19
Packer calfskins	27½-37½	25 -37½	25 -35	80	65
Packer kipskins	25 -28	25 -28	24 -30	55 -60	50

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Small Packers Quieter

Weaker undertone here. Some sales by southwestern small packers reported at lower prices including some back salting lots dating late last summer and fall takeoff. Such hides averaging around 40-42 lbs. reported sold at 16½-17c flat fob. Current takeoff hides of similar average weight sold cent under these prices. Midwestern hides have sold at 13c for 43-50 lb. avg. on a flat basis and some lots averaging up to 52 lbs. have sold at 12c.

More have been offered in the 12c to 13c range but tanners not eager to buy in view of declining prices in the big packer market. Many buyers have been cautious about making new bids; others name lower ideas or down to 11c. It was reported that 55-56 lb. avg. small packer hides available at 12-12½c and that 60-63 lb. avg. hides can be obtained within the range of 11-12c. Last trading in small packer bulls was at 10c for heavier average lots. Some lighter average weight productions brought premiums of 10½c and 11c last week.

Country Hides Dull

Weaker undertone in surrounding markets such as big packer and small packer hides caused slow-down in trading. Tendency of buyers to back away from last trading basis of 12c flat trimmed fob. for around 50 lb. average country allweights resulted in more offerings. More sellers were willing to do business at the 12c mark but difficult to locate tanners who would bid over 11c, if that. Caution shown by tanners in making new commitments on country raw stock made it hard to quote the market for all practical purposes over 11-11½c for new business. Indications in some selling quarters that bids at 11½c now acceptable. Glue hides lower, ranging 8½c to 9c, the outside price for light average hides.

Calf and Kip Firm

While latest confirmed sale of big packer calf involved 7,500 Milwaukee and 6,000 Eau Claire all weight calf at steady price of 32½c on heavy and advance of 1c or 31c on light, it was noted that one large packer refused to accept business at these prices, indicating higher ideas. Reports that two big packers had done some export business involving about 10,000 heavy calf for export at a premium of 41½c including all charges. Better demand from tanners and big packers were inclined to name some very firm asking prices at advances on their calf from practically all points.

It was noted late last week that a big four packer sold an accumulation of about 17,000 August 1951 forward southwestern kip at 26c and overweights at 24c. Current northern kip and overweights are offered at 28-25c with southerns at 27-24c. Last reported sale involved 2,000 Evansville kip at 28c. Packer regular slunks last sold at $1.50. Large hairless are quoted at 75c nominal. Some business in Chicago collector calf, lights selling at 27½c while heavies have been quiet and nominal around

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30c. Collector kip last sold at 26c. Small packer calf moved within the range of 24-26c for heavy and 21-22c for light while kip brought 19c. Country skins in carlot lots sold at 16-16½c for calf and at 15c for kip.

Horse Hides Spotty

A few scattered sales in midwest at around $7.00 untrimmed and $6.25 trimmed for northern slaughterer whole hides. In the east, some business reported as low as $5.25 trimmed. Demand spotty and tanners buy only choice preferred lots at the going market, usually talk considerably lower prices when offered less desirable productions. Cut stock moving slowly. Fronts bring $4.75-5.00 and this range covers the regular run of northern slaughterer type while an occasional choice lot of large northern fronts brings a premium or up to $5.25. Difficult to interest buyers above $5.00. Butts weaker and last reported sale was at $1.50 for 22" and up. Demand limited and some buyers inclined to name lower ideas or around $1.25.

Sheepskins Steady

One packer reported selling a couple cars of clips at $3.00 with No. 1 shearlings at $2.75. Other sellers moving clips at $3.00 and 1s at $2.50. Late sale of a mixed car of No. 2s at $2.00 and No. 3s at $1.50, these prices being 15c and 10c under previous business. Wool pelt situation unchanged. Packers in the midwest were offering April productions, did not find pullers very enthusiastic buyers owing to the continued dullness prevailing in the wool market. Wool pelts currently quoted at $3.45-3.50 per cwt. liveweight basis. Full wool dry pelts were held at 28-30c delivered, last paid. Pickled skins ranged $8.00-8.50 per dozen as based on last reported sales.

Dry Sheepskins Mixed

Trading at a minimum as most buyers out of market. Although some primary points are lower, asking prices generally above buyers views on wanted descriptions. Shearlings mixed as following late sales of Montevideos, shippers at origin advanced their views due to France stepping into the market and paying prices considerably above views of buyers here. Australian market slow as not many shearlings available. Cape market mixed as asking prices for the longs too high and not many shorts being offered.

Australian wool sheep auctions decline and at Melbourne, sheep 58s and up were two to three pence, 50s and down two to four pence, lambs three to four pence and bare to one inch par to two pence, all Australian currency lower. Sydney also lower with 42,000 skins offered, lambs and hoggets four to seven pence, sheep bare to one inch four to eight pence and all other descriptions six to twelve pence Australian currency lower. Business resumed in Peruvian slats for export although not many skins moved as interest spasmodic. Papra slats nominal as not much interest here and offers lacking.

The hair sheep markets unchanged. Buying interest negligible and while more offers have been made of Cape glovers, Brazil cabrettas, shade dried Mombasas, sales are few and far between mainly due to price differences of buyers and sellers. Nigerians, dry salted Sudans and Mochas are firm and shippers have not been offering here, claiming they are doing better in Europe.

Pickled Skins Slow

The foreign markets are slow and nominal. No recent offers of New Zealands and sellers here doubt whether they can duplicate last prices as buyers are either out or name low views. The domestic market is nominally unchanged at $8.00-8.50 last paid as to sections.

Reptiles Quiet

Market has quieted down. Not as much activity as in past fortnight. Offerings larger but buyers seem to have satisfied their immediate requirements and not anxious to trade for future. Madras bark tanned whips, 4 inches up, averaging 4¾ inches, 70-30 selection, sold at 77c and while some shippers ask 78c, believe business now possible at last prices and even slightly less. The 4½ inch skins offered at 68-70c, as to shippers. Combined cobras, skins averaging 4½ and 4¾ inches, held at 50c and vipers, 4½ inches up, averaging 5½ inches, 80-20 selection, held at 40c. Calcutta bark tanned whips, 4 inches up, averaging 4½ inches, 60-40, available at 53-54c and buyers ideas nearer to 50c. More offers noted of lizards though few sales confirmed.

Wet salted Bengal back cuts, 10 inches up, averaging 11½ inches, 80-20 selection, available at 67-70c. Agra back cuts, 9 inches up, averaging 10 inches, at 26-30c and 8 inches up, averaging 9 inches at 20-22c for 80-20 selection while back cut ovals, 40-40-20, 90-10, offered at 17c. More interest in Brazil back cut tejus with sales of 20-60-20 selection at 68-72c and other offers at from 70-75c and even up to 80c fob., as to shippers and assortment. Giboias are nominal at 55c asked. Siam market unchanged.

Deerskins Easier

Market is easier and it was reported that New Zealands have been declining on each sale. Following business at 90c cif., understand some sales have been made at 85c cif. and the market is ranged 80-90c cif., outside asked and inside nearer buyers views now. Brazil "jacks" are slow and nominal as buyers views are

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around 50c ex-dock, while shippers have been talking higher and not making many offers.

Pigskins Slow

Slow and nominal. Buyers showing very little interest and while not many offers are being received, shippers have been soliciting bids. Understand some bids made for black Brazil peccaries but they were too low to interest shippers as no counter prices named. Dry and wet salted carpinchos are nominal due to lack of sales.

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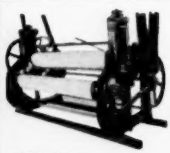

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SHOE CHAINS SHOW JUMP IN FEBRUARY DOLLAR SALES

Dollar sales of the six leading shoe chains during February showed an increase of 3.5 percent over the same month last year, according to latest figures reported by the chains.

Sales for the first two months of the year are about on par with the comparable 1951 period. This is based on a decline of 4.4 percent in dollar volume in Jan. 1952 as compared with Jan. 1951.

The Tanners' Council reports it is probable that Feb. 1952 unit pairage was slightly higher than in Feb. 1951 due to the lower level of factory prices in late 1951 and early 1952. This appears to be true despite the fact that the six chains operated approximately four percent more stores in Jan. and Feb. 1952.

Dollar gains for the two months' period were reported as follows: Shoe Corp. of America, up 5.5 percent; G. R. Kinney Co., up 5.2 percent; Miles Shoe Corp., up 5.1 percent; and Edison Bros. Shoe Stores, Inc., up 3.2 percent. A. S. Beck Shoe Corp. listed a decline of 7.5 percent while Melville Shoe Corp. was off 8.8 percent.

For February alone, sales of Kinney were up nine percent; Edison, 8.6 percent; Shoe Corp. up 5.2 percent; and Melville, 0.3 percent. Beck dropped 4.5 percent while Miles was off 0.7 percent.

SHOE CHAIN SALES ANALYZED

(000 omitted)

	February			2 Months		
	1952	1951	% Change	1952	1951	% Change
Edison	$ 4,679	$ 4,307	+ 8.6	$ 9,151	$ 8,866	+ 3.2
Melville	3,833	3,819	+ 0.3	7,125	7,810	— 8.8
Shoe Corp.	3,818	3,627	+ 5.2	6,660	6,314	+ 5.5
Miles	1,147	1,155	— 0.7	2,680	2,549	+ 5.1
Kinney	2,151	1,974	+ 9.0	4,064	3,865	+ 5.2
Beck	2,589	2,711	— 4.5	5,175	5,597	— 7.5
Totals	$18,217	$17,593	+ 3.5	$34,855	$35,001	— 0.4

FALL COLORS HEIGHTEN APPEAL

Helene O'Hara, of the fashion and promotion department of Allied Kid Co., points out a few of the popular fall colors in kid leather to members of the St. Louis Shoe Manufacturers Association. The Association is preparing its Sixth Annual Fall Shoe Showing to be held in St. Louis from April 27-30. Left to right, Walter Goerisch, Vitality Shoe Co.; Roy Trenor, Valley Shoe Corp.; Miss O'Hara; Andrew Browne, Bourbeuse Shoe Co.; Mrs. Ruth Clump, fashion coordinator, Valley Shoe Corp.

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News Quicks

About people and happenings coast to coast

New York

• Plant, merchandise and equipment of **Melco Footwear, Inc.,** footwear manufacturer at 417 E. 93rd St., was sold recently at public auction by order of a creditors' committee.

• **Progress Shoe Co., Inc.,** Brooklyn maker of stitchdown shoes, has filed petition to effect an arrangement under Chapter XI of the Bankruptcy Act. Unsecured creditors have been offered 100 percent payable in four equal instalments, the first to be paid three months after confirmation and balance in equal instalments every three months thereafter. Liabilities are reported at $97,733 with assets at $216,000. Meeting of 10 largest creditors was held on March 26 in Brooklyn.

• All officers and directors of **Endicott-Johnson Shoe Corp.,** Endicott, were re-elected at the annual meeting held recently. **George W. Johnson** is chairman of the board and **Charles F. Johnson, Jr.,** is president and general manager.

• Sales manager **Samuel Alper** of Haley Cate Co., Inc., has revealed that meetings are now under way to set up a trade association for promotion of fashion in shoe strippings, pipings and other trimmings. A number of stay manufacturing firms have indicated their interest.

• **LaValle, Inc.,** New York, has announced the appointment of **Jean Claude,** French shoe designer, to do exclusive creations for the firm. High fashion shoe styles by Claude will be introduced about April 15.

• **I. Miller & Sons** has appointed **Jane Marcher** to the Long Island City plant's fashion coordinating department. She will be associated with Barbara Trent.

• A new shoe firm has been organized at 351 Jay St., Brooklyn, by Fred Maccarone, Ben Goldsmith and Joseph Buttafoco. The firm, known as **Riviera Shoes, Inc.,** will produce a fashion line of Sbicca Delmac footwear priced to retail from $18.95 up. Maccarone is president and Goldsmith is secretary.

• Stylist **Sam Rottenstein** is president of the newly established **Faith of New York, Inc.,** New York manufacturer of soft and hard sole slippers with offices and factory at 545 Broadway. Other officers are **Samuel Winters,** vice president; **Max Borowska,** secretary; and **Murray Cohen,** treasurer.

• **Alpine Leather Co.** has been appointed New York representative for Hiteman Leather Co. of West Winfield, tanner of men's and women's weight calf leathers.

• **Star Leather Manufacturing Co.** has moved into new quarters at 106 Broadway, Jersey City, N. J.

• **Irving Pines** has resigned as sales representative for Joseph Salomon & Co., New York City, after 15 years with the leather firm. He has opened his own firm at 73 West Broadway, New York City, under the name of Irving Pines Leather Co. Telephone number is REctor 2-4423.

• Sale of physical assets of **Melco Footwear, Inc.,** New York footwear manufacturer, is reported to have brought $7,100. Accounts receivable are being collected. Trade liabilities approximate $29,000 and taxes are reported to approximate $5,000.

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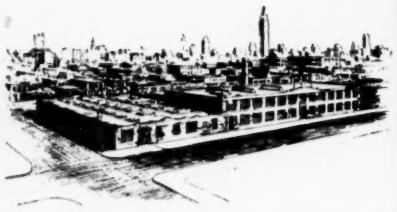

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Massachusetts

• **Herbert Mann** has joined Safron Chemical Co., Lynn manufacturer of shoe chemicals, as New England sales representative. He was formerly associated with Jay Shoe Mfg. Co., Cambridge, in an executive capacity.

• **David S. Williams** has been elected president of Graton & Knight Co., Worcester tannery. He succeeds his father, **Arthur A. Williams,** who has been named chairman of the board. The elder Williams is also owner of the Goodwill Shoe Co. of Holliston. At 30, David Williams is one of the youngest executives to head a major business firm in the U. S. Graton & Knight is the world's largest producer of industrial leathers.

• **Austin H. Glover** has been appointed general superintendent of the John Pilling Shoe Co., Lowell. Glover was superintendent of Hubbard Shoe Co. in Rochester, N. H., for the past 13 years. He is succeeded at Hubbard by **Joseph Murphy,** formerly superintendent of Andover Shoe Co. of Lawrence.

• The **Parker House Shoe Show** will be held at the Parker House in Boston from May 18-21.

• The American Resinous Chemicals Corp., Peabody, has announced the appointment of **Miss Jessie May Smith** as administrative assistant to the president. Miss Smith has been with the firm since 1944 and formerly handled sales promotion correspondence.

• **Charles Thompson,** formerly superintendent of the Knapp Bros. Shoe Mfg. Co. plant in Brockton, has joined Hubbard Shoe Co., Rochester, N. H., as superintendent of its men's plant. He succeeds **Ernest Casavent,** who is now superintendent at R. P. Hazzard Co. of Augusta, Me.

• **Maribelle Shoe Co.** has been organized to manufacture women's shoes at 95 Bridge St., Lowell.

• **C. S. Pierce Co.** of Brockton has introduced a new line of casual style forms under the name "Casualette." The forms are available in several popular colors and are especially designed to display men's casual shoes.

• **Fifth Avenue Shoe Corp.,** Haverhill's largest shoe plant, employing over 600 shoe workers, is now producing shoes made of ostrich skin. The company has already made more than 50,000 pairs of these shoes while continuing to produce its regular lines. Company officials have decided to continue the Haverhill plant in operation after having considered a removal to Lowell several months ago.

• **Arakelian Co.,** Haverhill, has been awarded a $1,019,150 contract to make field packs for the Army. It is believed to be the largest stitching contract awarded by the Government since Korea. Arakelian will be at work on the contract for the next eight months and employ some 265 people.

Maryland

• **Morris Stein,** vice president of Ridgely Shoe Co., Inc., Baltimore shoe manufacturer, is reported to have filed suit in Baltimore Circuit Court against the corporation and Charles Stein, president, and Walter Stein, secretary-treasurer, asking for a receiver.

Maine

• The **Maine Development Commission** has announced that the state has been assured a new shoe factory employing twice as many workers as the building now occupied by Sebago-Moc Co. The Government has

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granted the state an allocation for constructional steel, the first granted for a shoe factory since building material restrictions were imposed, according to the Commission.

• **Sidney Spiegel** has joined Bruce Shoe Co., Biddeford maker of women's shoes, as vice president and stockholder.

Ohio

• **Ernest Griess** has been elected to the newly created position of chairman of the board of Griess-Pfleger & Co., Cincinnati tanner. He has been succeeded as president by **Herman E. Gerdsen,** formerly vice president. Officers re-elected included Robert D. Van Fossen, vice president; William E. Griess, secretary-treasurer; and Miss Flora A. Trestel, assistant secretary. The firm was founded in 1878 by Justin Griess, father of Ernest.

Florida

• **Alfred Gerd** is reported to have acquired an interest in Superb Footwear, Inc., Miami footwear manufacturer. Gerd has been elected vice president.

Wisconsin

• **General Shoe Corp.** has signed a long-term lease on a 16-ft. front store in a building to be reconstructed and modernized at 224-6 West Wisconsin Ave., Milwaukee. The space will be occupied by one of the firm's Hardy outlets.

Missouri

• **Carlos M. Elizondo,** director of *Calzado y Teneria,* Mexico City business magazine devoted to the leather and shoe industry, is presently visiting the U. S. to obtain machinery for the Mexican industry. Elizondo is general manager of Maquinaria Campeli, S de R.L., distributor of leather and shoe machinery in Mexico. He will be at the Palmer House in Chicago until April 6 and at the Jefferson Hotel in St. Louis from April 7-14.

• International Shoe Co. has announced the appointment of **E. A. Quigley,** formerly sales manager of the Sentinel Juvenile Division, as stylist for all of the firm's juvenile divisions. He succeeds A. L. White who is retiring.

• Brown Shoe Co., St. Louis, has named **Roland F. Noelker** as stylist for its Naturalizer division. Noelker was formerly a stylist with Florsheim Shoe Co. in Chicago.

• **International Shoe Co.** has contracted to build a new warehouse and distribution unit adjacent to its plant in West Plains. The new unit will have 20,000 sq. ft. of floor space and cost over $60,000. It is being built with the cooperation of the West Plains Chamber of Commerce.

Canada

• Sales of shoe chain stores across the nation rose 6.3 percent in dollar volume during Jan. as compared with a year ago while value of stocks in such stores rose nine percent in the same period, the Canadian Government reports. Retail sales in all shoe stores rose 4.5 percent over last year. Of $5,780,000 retail shoe sales during Jan., $1,930,000 went to chain stores and $3,850,000 to independents.

New York

• Fitting room foreman **Willie Kahwazy** has reopened his shoe machinery firm at 107 Atlantic Ave., Brooklyn. The concern, which handles stitching machines and parts, has been closed down for six months due to a fire.

• **Nat J. Levy** has been named president of Jay Gee Shoe Corp., New York jobber of promotional footwear. **Albert Shane** has joined the newly reactivated firm in an executive capacity.

• The **New York Shoe Board of Trade** has announced that the entire slate of officers had been re-elected for another year. They are: **David S. Cohen,** M. Cohen and Sons, chairman; **Edward G. Wolf,** M. Wolf's Sons, Inc., president; **Charles Fox,** Zuckerman & Fox, Inc., vice president; **Frank Mazza,** Robern Shoe Co., 2nd vice president; **John L. Jerro,** Jerro Bros., treasurer; **Preston Beyer,** Mel Preston Corp., assistant treasurer; **Ralph Abrams,** Palizzio, Inc., secretary. The organization's officers also serve as directors.

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WEDGIES

LYNN INNERSOLE CO., ALLSTON, MASS.

FUNCTIONAL FOOTWEAR

(Continued from Page 10)

Now, let's backtrack a little. Just how was all this scientific data on gait and foot function translated into lasts and practical shoes? The Laboratory had created all its own precision instruments and apparatus for establishing its principles on gait and function. Now, still working in virgin territory, it had to create precision devices to convert this data into lasts and shoes. One of the most significant of these is the Last Contourgraph, an ingenious piece of apparatus which took three years to develop.

Said Dr. Schwartz, "Industry had not provided an accurate method for the comparative analysis of lasts. So we created this precision instrument, which provides the only known way of accurately defining the characteristics of one last with those of another."

Revolutionary Departure

The Last Contourgraph (plus the Contourgrams recorded by the device) is a revolutionary departure from the conventional methods of designing and measuring lasts. It is the medium through which the Laboratory's knowledge of gait and foot function is "translated" accurately into wood, and then into shoes—so that the scientific principles show up in the finished shoes. Basically, it's a "control" instrument. It controls the shape or contour of every part of the master model last. (See Fig. 4.)

A conventional last is measured at approximately six places: ball, waist, instep and heel (all girth measurements), over-all length, and sometimes heel to ball, and ball tread. It is fundamentally a job of hand craftsmanship, combining the skill of a practiced eye and hand.

With the Last Contourgraph, however, the fallibility of the human eye and hand is eliminated, the job being done by precision instrument. This guarantees consistent uniformity of measurement. It means, for example, that the backpart and midfoot of a size 7B in one model will be exactly like a 7B in any other model, despite great differences in "styles" of the lasts. This in itself is an important advance.

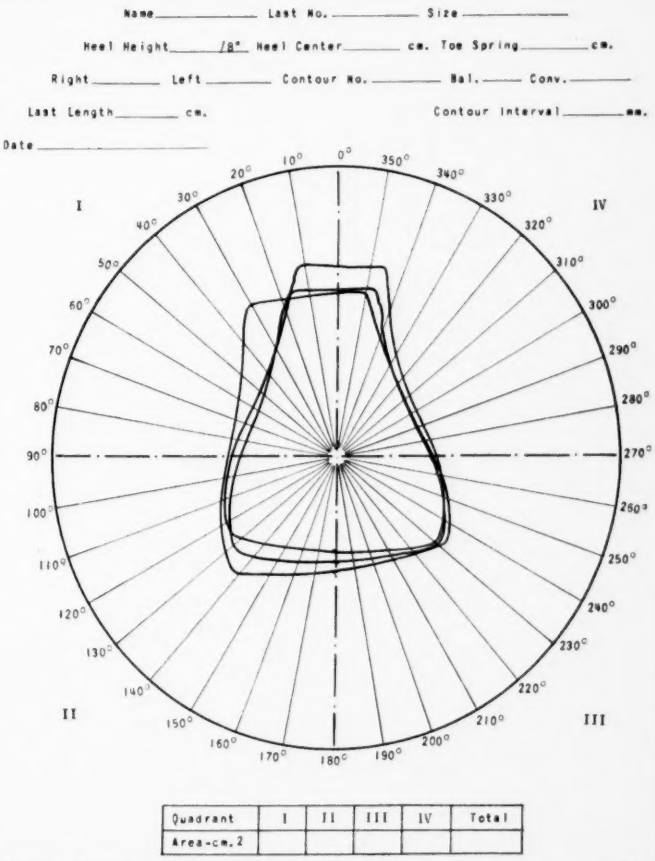

Figure 7: **Contrasting Contourgrams.** Here are three conventional men's lasts, size 8D, showing the contourgrams at exactly the same place—profile No. 18, at the center of the heel seat. Note how they differ radically in shape, alignment, balance, etc. Without the Contourgraph this could not be checked with such accuracy. Also, in functional lasts, all profiles at this point are identical in any given size.

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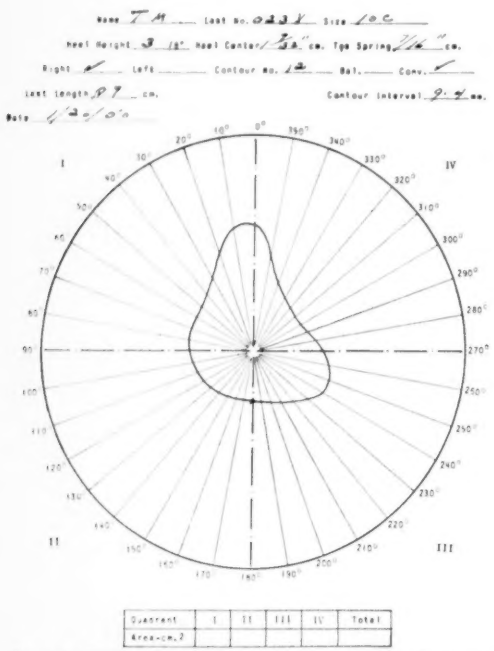
Name T M Last No. 023X Size 10C
Heel Height 3 1/8" Heel Center 7 3/8" cm. Toe Spring 7/16" cm.
Right ✓ Left Contour No. 12 Bal. Conv. ✓
Last Length 27 cm. Contour Interval 9.4 mm.
Date 4/20/50
I
II
III
IV
Quadrant | I | II | III | IV | Total
Area-cm.2

Figure 8a: **Profile No. 12.** A cross-section of the last at the instep. Note that accurate consideration is given to such factors as heel height, toe spring, size, length, heel center, etc. Note that measurements in most instances are in centimeters or millimeters.

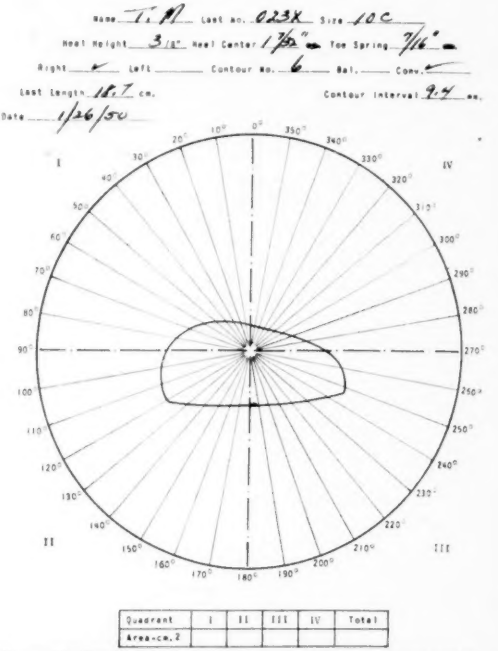
Name T. M Last No. 023X Size 10C
Heel Height 3 1/8" Heel Center 1 3/8" Toe Spring 7/16"
Right ✓ Left Contour No. 6 Bal. Conv. ✓
Last Length 16.7 cm. Contour Interval 9.4 mm.
Date 1/26/50
I
II
III
IV
Quadrant | I | II | III | IV | Total
Area-cm.2

Figure 8b: **Profile No. 6.** A contourgram showing the cross-section of the last at the ball. This contour must conform to certain points on the geometric chart to be "right." The contourgram permits an accurate check for this.

Nineteen circumferences of measurements are taken on the new functional lasts, as compared with five or six taken on conventional types. (Each of these 19 measurements is called a "profile"). This doesn't at all mean that the method is complex or difficult or time-consuming. Actually, it's a simple process, performed quickly and accurately. (See Fig. 5.)

Each of these "profile" measurements is comprised of a contour around a specified place on the last. These profiles or contour lines begin with No. 1 at the toe and end with No. 19 at the heel. A last is placed in the Contourgraph. A coil spring mounted on adjustable slide blocks is parallel to the last. This spring is divided into 20 equal parts, with every fifth coil of wire painted a bright color. When respective ends of the spring are exactly opposite ends of the last, the last is automatically divided into 20 equal sections (19 profiles), since the spring stretches uniformly throughout its length. A "writing arm" is mounted on a sliding block. By means of a pointer, the writing arm can be aligned with each of the 19 colored coils on the steep spring. As the writing arm is placed at each of these 19 positions, a sharp line is drawn on the last, providing a permanent record of the 19 profiles to be used for measurement. Thus the last is cross-sectioned by 19 equally distant lines, or by 20 equally distant spaces from toe to heel.

Now, if you were to saw through this last on each of the 19 profiles or contour lines, you'd have 20 sep-

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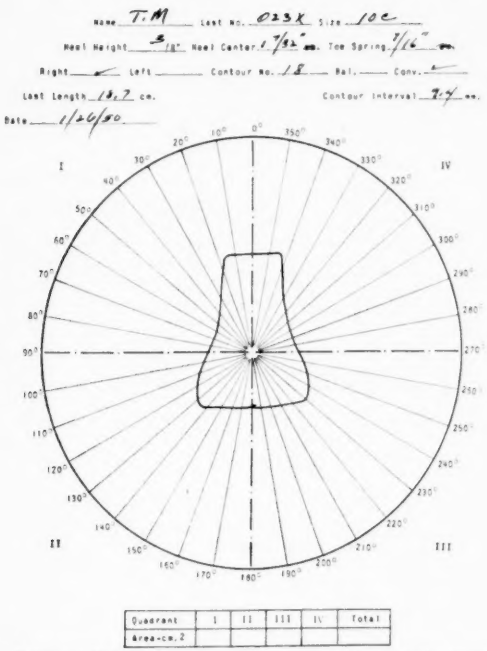

Name T.M Last No. 023X Size 10C
Heel Height 3/8" Heel Center 1 7/32" Toe Spring 7/16"
Right Left Contour No. 18 Bal. Conv.
Last Length 10.7 cm. Contour Interval 9.4 mm.
Date 1/26/50
I
II
III
IV
Quadrant | I | II | III | IV | Total
Area-cm.2

Figure 8c: **Profile No. 18.** A cross section of the last at the center of the heel seat.

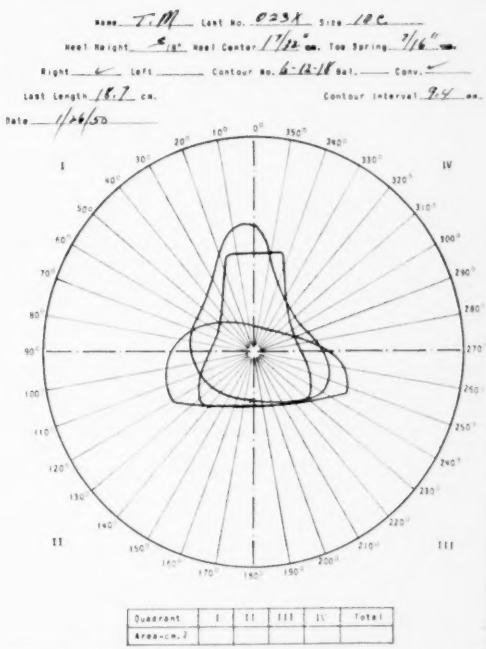

Name T.M Last No. 023X Size 10C
Heel Height 3/8" Heel Center 1 7/32" Toe Spring 7/16"
Right Left Contour No. 6-12-18 Bal. Conv.
Last Length 10.7 cm. Contour Interval 9.4 mm.
Date 1/26/50
I
II
III
IV
Quadrant | I | II | III | IV | Total
Area-cm.2

Figure 8d: **Comparisons of Profiles 6, 12 and 18.** These three profiles are superimposed to give a graphic illustration of changing shape of the last from ball to instep to heel. When all 19 profiles are superimposed, there is a more refined or gradual change in shape from toe to heel. Note, for example, how the base of each profile strikes the exact vertical center of the circle (0 to 180 degrees). And also how the exact vertical and horizontal centers of the circle strike the exact center of each profile. This is perfect "control" of the last at all points.

arate pieces of wood. Each would have a specific shape of its own, each representing a slice of the last (or foot) at a certain place. None of these pieces would be alike. But if you were to put them all together again, each in their proper position, you'd again have the whole last or foot.

What does this mean? First, remember, the shape of this last has been designed in accurate conformity with the demands of the foot in motion. That is, the last is shaped so as to be conducive to the maximum efficiency of the foot in action.

Now, supposing a last was designed that *appeared* to be like the functional last—that closely approximated it in shape and measurements —yet it wasn't truly correct. How could you tell precisely *if* it was wrong, and exactly *where* it was wrong?

The "wrong" last would be placed on the Contourgraph and traced over its 19 profiles. Every turn of the machine automatically traces the shape of that last on paper at that profile. This paper recording is the "Contourgram." (See Fig. 6.)

Say you traced profile No. 12 (at the instep). You make a Contourgram. You compare this Contourgram with that of the original or model last at the same profile No. 12. Their shapes should be identical. If they're not, you then know exactly where to make the correction. You have a "picture" to work with, and definite dimensions. The same is done with the other 18 profiles. Therefore you have a precision means of comparison which prohibits any deviations. (See Figs. 7, 8a, 8b, 8c, 8d.)

The "logic" of the Contourgraph and its techniques of measurement becomes evident when we recognize how it translates the principles of gait and foot function. Recall, for example, that when the thousands of gait tests were made, each was recorded by the Oscillograph machine on a chart, much like brain or heart impulses are recorded. The action of the foot was charted or "plotted" at split-second intervals on paper. With each passing split second the weight moved forward on the foot over a specific course or path. Thus, the Laboratory learned the exact course of this weight, section by section, through the foot.

Now, when the last is divided into 19 profiles (of 20 sections) by the Contourgraph, it is so designed as to correspond with the normal path of weight through the foot. When the weight moves from profiles 19 to 17 to 13, the design of the last "controls" that weight flow, guides it along the pre-determined path to give maximum foot efficiency.

In short, what was determined by the Oscillograph is "duplicated" on the Last Contourgraph, which in turn translates it into the last and the shoe. There is precision control—a positive sense of direction and purpose — throughout the whole procedure.

Though the shoes made over functional lasts can't be distinguished from conventional shoes, there are very distinct differences in the functional types. There is a deep cutout at the inner heel seat of the functional last, so that the inner heel seat of the

shoe is elevated. Why? To compensate for the "vacuum" into which the falling body weight drops. This controls or prevents pronation of the heel bone far more effectively and "naturally" than the ordinary heel wedge or Dutchman inserted under the arch.

The functional last is greatly different over the ball tread surface. First, it is a relatively flat surface, instead of a one-point suspension, and this gives more foot stability. It distributes the weight more evenly over the forefoot, whereas in the conventional last the weight is "thrown" to the inner side of the ball.

But perhaps the major change lies in the whole direction of the last, the "flow" of wood from heel to toe. This "direction" conforms exactly to the shape of the foot and the directional flow of weight in walking. This results in "harmony" between shoe and foot. Also, the center line of the last, from heel to toe, corresponds exactly to that of the foot. In most conventional lasts this line is "off center."

Changes Not "Promotional"

Both the Laboratory and the EJ officials are emphatic on one point: these changes in the lasts, from conventional to functional, have not been devised as promotional or sales features. They are extremely significant to the entire shoe industry, for they encompass fresh, basic and scientifically demonstrated principles that are essential to the fundamental requirements of accurate fit, comfort and maximum foot efficiency which the consumer seeks in all shoes.

The Last Contourgraph and its method of "diagnosing" lasts may become to the shoe industry what the X-Ray has been to medicine. This has been predicted by those who have seen the apparatus in operation. Walter O. Parmington, formerly of the Schelter Last Co. as model maker and designer with 40 years of experience, worked closely with the Laboratory in the design of children's, misses' and growing girls' shoes based on functional lasts. He states, "The Last Contourgraph, plus the Contourgrams and their method of interpretation, are a major and positive advance in the art of last making. There is definitely a great need for better fitting qualities in the many conventional lasts in use at the present time. By contrast, the methods and principles used in functional lasts are basically sound. Despite my forty years of experience in the last and shoe industry, I have secured a very liberal education in working with the Laboratory."

Edmnnd J. Baas of the Rochester Shoe Tree Co., Inc., who also worked on the juvenile functional lasts with the Laboratory and EJ, and a man with many years of experience in last making, says, "I firmly believe that the Last Contourgraph and corresponding chart method (Contourgrams) will and should become standard equipment in the last and shoe industry. I believe, too, that the functional lasts and shoes developed by Dr. Schwartz and Mr. Heath are a long step forward to healthier and happier feet."

Paul Jones, of Jones & Vining, whose 50 years in the last industry warrants respected judgment, declares, "The ingenious work at the Rochester Laboratory has proved a revelation to me. I feel certain that the Last Contourgraph plus other devices and techniques developed at the Laboratory will one day become essential apparatus in the making of lasts and shoes. For us, it is a scientific milestone."

(Note: The third and final article of this series will appear in the next issue of LEATHER AND SHOES. It will deal with Endicott Johnson's merchandising program for the Guide Step lines, plus a detailed report on the 2½-year "controlled retail test" plan and its results.)

DYESTUFFS IN TANNING

(Continued from Page 14)

possessing varying degrees of penetration, then the colored leather upon cross sectioning shows the components which penetrate more or less than the others. This method, however, is not always reliable even though separation of dyestuffs in the interspaces of leather is observed, since there are some dyes, primarily the surface coloring blues and blacks, which contain some reddish violet impurity that always penetrates more than the dye itself.

Solubility of Dyestuffs

In leather coloring, dyestuffs are used in much greater concentrations than in the coloring of textiles. While in the coloring of textiles the concentration of the dye bath seldom exceeds 0.3 percent, in the majority of leathers the dye bath is between one and two percent, and in the case of suede dying the dye concentration is often even greater than the latter figure. In addition, in the case of textiles the temperatures far exceed the temperatures encountered in leather dyeing, which also influences the requirements on the solubility of the dyestuffs.

It is felt that one of the most important requirements of dyes which are to be used in leather coloring is their good solubility. A dye which is not soluble enough at the temperatures encountered in the coloring drums, or one which requires higher temperatures in order to bring it into and keep it in solution, has a very meager chance of producing level results. From experience we found that for the ordinary purposes of leather coloring, those dyes which form clear one percent solutions when heated to 130°F. and which remain clear even when allowed to cool to room temperature are satisfactory. For certain uses, as for finishing or for coloring of darker and heavier shades of suede leather, greater solubility is necessary. For the coloring of the majority of grain leather, even those dyes which in one percent concentrations show slight deposits of undissolved matter when cooled to room temperature are suitable, and in many cases can be employed without any detrimental effects in the dyeing of suedes.

Those dyestuffs which do not reach one percent concentrations even at 130°F. should not be employed for the coloring of leather, when the coloring is to be done in drums. There are certain dyestuffs which do dis-

solve in one percent concentrations, but their solutions are very viscous. This property might cause difficulty in dissolving and feeding the dye into the mill, and since there are so many other dyestuffs which are much better in this respect, and, perhaps, just as good in other properties, it is safer to use them instead.

Penetration of Dyestuffs

The inherent ability of dyes to penetrate more or less into the inner layers of leather is one of their most important characteristics. In certain cases, we require dyes with good penetration, while in other instances we want only surface coloring. Out of the available dyestuffs it is possible to select dyes to cover the whole range of penetration. It is only up to the leather colorist to specify what he wants.

It is not a simple matter to determine with accuracy the penetration of a certain dye. However, the fastest and most satisfactory method for any practical purposes is the one in which the unknown dye is applied on leather with equal amounts of a dye of readily distinguishable shade whose penetration is known or considered satisfactory. These tests could be conducted under standardized conditions, as we do them in our laboratory, or when testing dyes in a tannery, it might be advantageous to run the tests by the method adopted by their coloring department.

For example, if a side leather tanner uses five percent quebracho with the dye, run the tests with quebracho. As far as the selection of a standard for the penetration is concerned, it is up to the tanner to decide. Suppose the said tanner uses a red dye which he considers satisfactory, and wants to buy a blue dye of similar penetration, then he should use the red as the standard. Apply one-half percent of the red dye in conjunction with one-half percent of the unknown blue dyes on your stock following the same procedure as used in the coloring department.

While running these tests observe the shade of the exhausted liquors. If it is much bluer than the original mixture, it indicates that the blue goes on the leather slower and there is a good possibility for the blue to have better penetration than the standard red. To check upon it further, slice the colored leather on an angle with a sharp knife and observe whether the red or the blue penetrated more.

A rapid idea, often not reliable, about the penetration of dyes can be obtained by pouring a mixture of the solutions of the standard red and the unknown dye on filter paper. The one that diffuses more, usually penetrates more into the leather. A much more quantitative method is the observation of the diffusion of the dye into gelatine gels. This method also encounters certain difficulties, but is very helpful. The combination of the measurements of the diffusion into gelatine gels and penetration into leather as described above, were used in the determination of the Penetration Indices referred to previously.

Many of the dyes on the market were intended to be used only in neutral medium or very close to pH 7. This is primarily true of the so-called direct dyes, which are always applied to cotton in neutral medium. A number of these dyes are completely thrown out of solution when acids are added. The sensitivity of dyes to acids is not confined to the "direct" group, as there are quite a few wool or "acid" dyes which are affected by the addition of mineral and in many cases even of the weaker organic acids.

Acidic Medium

In leather coloring the dyestuffs are almost always applied in acidic medium and, consequently, those which are precipitated under these conditions are not suitable for our purpose. Although the well-neutralized chrome leather shows a pH of approximately 5 to 6 on the outside layers, the free acid content of the inner layers is considerably higher. Upon prolonged milling of the leather in water, the free acid migrates from the inner layers into the surrounding bath.

The situation is not very serious in the case of well-neutralized chrome stock, but becomes more pronounced in vegetable tanned leather or in chrome stock which was treated with acidic syntans. Due to their poor stability to acids, practically all of the older types of "direct" dyes are not suitable for vegetable leathers. Of course, quite a number of the newer direct dyes are just as or even better suited for this type of leather than some of the acid dyes.

To determine the stability of dyestuffs to acids, it is necessary to determine the pH at which the dye starts to precipitate. To accomplish this, prepare a one percent solution of the dye in distilled water, cool to room temperature and titrate slowly with tenth normal hydrochloric acid, using a potentiometer with glass electrode. Observe the pH value at which precipitation commences to take place —the lower the pH the better is the dye.

If a pH meter capable of withstanding higher temperatures is available, more valuable data are obtained when the titration is conducted at 130°F. While titrating observe any changes in the color of the solution. Sometimes it is difficult to observe the precipitation of dyes during the titration and, therefore, in these cases it is advisable to prepare a few 50 mls. solutions of the dye, add sufficient HCl to bring the pH down to 5, 4, 3 and 2 and let them stand for a few hours. Observe which ones precipitated.

Faster Method

A less satisfactory, but much faster method for the determination of stability of dyes to acids is as follows:

Prepare a one-percent solution of the dye, pipette 5 mls. into a test tube and add one, two and three drops of 10 percent solution of glacial acetic acid, observing any changes in color or the appearance of a precipitate. If no precipitation takes place, repeat the tests on a new sample using 10 percent solution of formic acid and if no precipitation is noticed repeat the tests again with 10 percent solution of hydrochloric acid. When no change in shade (determined by spotting the dye solution on filter paper) and no precipitation occurs, the dye is very stable to acids and, therefore, as far as this property is concerned, well suited for the coloring of leather. When precipitation takes place with the addition of acetic acid, the dye does not possess sufficient stability and, therefore, its employment might lead to trouble in coloring.

Some dyes, even though they do not fall out of solution, register appreciable change in color, which is also undesirable and might cause difficulty in producing level shades. Dyestuffs which do not precipitate with acetic acid, but show precipitation with two or three drops of formic acid or the first drop of hydrochloric acid, possess only moderate stability to acids. They are suitable for the coloring of chrome stock, but they are not as safe to use as those dyestuffs which do not precipitate at all.

In the determination of the stability of dyes to acids, allow the acidified solutions to stand for a few minutes to give the particles time to grow. Some dyes even though they are not thrown out of solution immediately after the acid is added, show considerable deposits upon aging. These

tests are not applicable to dyes that contain larger percentages of buffers. In these cases, only the data secured by potentiometric titrations are reliable.

Dyes which are to be used in finishes, or which are usually applied to leather with the addition of some alkali, should also show sufficient stability in alkaline solutions. The anionic dyes do not precipitate when an excess of alkali is added to their solutions, but some of them register an appreciable change in color. Comparison of the shade of the "neutral" dye solution and that of the dye after the addition of three drops of a 10 percent solution of soda ash or ammonia reveals any changes due to the presence of an excess of hydroxyl ions. Of course, when ammonia is used, the change in shade is only temporary, since as soon as the excess of ammonia evaporates the color reverts itself back to the original shade.

Tinctorial Strength

The tinctorial strength of the submitted new dyestuff becomes apparent in the coloring tests described previously, but occasionally the tanner wants to replace a dye by a similar dye from a different supplier and then it becomes necessary to conduct more thorough tests.

In the past few years considerable work has been done by the dyestuff manufacturers and users on the development of some sort of an instrument which could be used in the evaluation of the tinctorial strength of dyestuffs. Visual colorimeters of various types were tried, but these did not fulfill the expectations of the users. Some improvement was achieved by the introduction of the photometer, in which the human factor was eliminated, but this still did not account for the slight differences in shade which quite often affect the measurements of the tinctorial strength.

In the past few years, the use of spectrophotometers has received considerable attention and this instrument has been found most satisfactory for the measurement of the strength of dyes. By the use of a spectrophotometer, one can check not only the tinctorial strength but also the shade of the dye.

Although the spectrophotometer was found very satisfactory for checking the uniformity of shipments of dyestuffs, it is not as reliable for the comparison of the strength of dyes supplied by various manufacturers. The difficulties in relying completely on the data secured from the spectrophotometric readings rest in the fact that dyes made by different manufacturers might contain various "cutting" materials which, although colorless, exert appreciable influence on the penetration of the dyestuff into leather and, consequently, affect the strength of the surface color.

Considering, therefore, the advantages and disadvantages of the above instruments, the most reliable way of determining the tinctorial strength of dyes is by actual dyeing tests conducted on a large scale on leather. If we want to be more particular, supplementary dyeings on textile fibers often help us check on the differences detected on leather. For laboratory testing of the tinctorial strength of dyes the procedure is as follows:

Make up one-percent solutions of the two dyes that are to be compared, and make five dyeings with each dye. In each case, use 0.8, 0.9, 1.0, 1.1 and 1.2 percent dye on the weight of the leather. The leather should be selected from the most uniform location of the skin, having the same thickness and the same area (the area is more important in these determinations). After dyeing, dry the samples and determine which pairs have the same intensity of color. However, I would like to caution you not to rely on only one set of dyeings.

When these tests are conducted follow as closely as possible the procedure actually employed in the tannery, since any differences in manipulation might affect the results. When a concentration is reached at which the dyestuff to be tested shows the same strength as the standard, it is advisable to check it by the use of another dye which is mixed with the dyestuff being investigated.

Checking of Shipments

All of the tests and determinations described so far were intended to be used primarily in the investigation of a new dyestuff or a replacement for an established item and, therefore, are too tedious to be conducted on dyes which have been found satisfactory and which are already being used in the tannery. Nevertheless, it is a good policy to check all incoming shipments in order to ascertain their uniformity.

For this purpose rapid but at the same time reliable procedures should be adopted, and they should be performed on all newly received shipments before these are used in the tannery. The most important checks involve tinctorial strength, shade and composition.

For these tests, prepare a 0.2 percent solution of the dye and also 0.2 percent solution of the "standard" and 0.2 percent solution of the previous shipment. It is a good policy to check the shipments against a "standard" which is usually a larger sample secured from the first satisfactory large shipment of the dyestuff. When one standard is thus maintained it is a better insurance for maintaining the same shade than if the comparisons were conducted with the last shipment alone. When the dye solutions are prepared, allow them to cool to room temperature and then pour them side by side on a large piece of filter paper.

Observe Shades

Observe in strong daylight whether the shades of these solutions are identical. Very small differences, in many cases not detectable on leather dyeings, can be detected by this method. While viewing the pour-outs for the shades, observation of the strength of the solutions should be made. Ascertain, by observing the intensity of the coloring of paper, whether the new shipment has the same tinctorial strength as the standard. With skill and experience differences as small as 5 to 10 percent in strength can be detected.

In order to check upon the "chemical" identity of the shipment with that of the previous shipment and the standard, spot the pour-outs with a 12 percent solution of hydrochloric acid and also with a four percent solution of sodium hydroxide. If all three dyeings register the same changes in color when spotted with these reagents, they can be considered as having the same or similar chemical composition and, therefore, they can be expected to perform just like the standard or the previous shipment.

We have to realize that in dyes we are dealing with complex organic compounds, and those of you who had experience with organic syntheses will fully appreciate the difficulties involved in the control of organic reactions. However, during the past four years we have learned a lot about the control of the reactions involved in the manufacturing of dyes, and we have also learned a little about their proper application. If we are to maintain the progress, it is essential to continue the splendid cooperation that has existed between tanners and dyestuff manufacturers so that we can further improve the product.

CLASSIFIED ADVERTISING

Wanted and For Sale

Machinery Wanted

AUTOMATIC SPRAY MACHINE

Address D-2,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Agencies Wanted

WELL ORGANIZED AGENCY, calling on the shoe and glove manufacturers in the Province of Quebec, open for additional lines on a commission basis.

Address D-2,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Surplus Sale

CHROME TANNED brown Hubschman calf, chrome tanned kips and calf, vegetable tanned cowhides, sheepskins, goatskins, splits, Brazilian pigskins for novelty trade, rubber cement for shoe and finding trade—far below the market. Fiss Corporation, 133 Mercer St., New York 12, N. Y. Telephone: WOrth 4-4388.

Fleshing Machine WANTED

One 9 foot Fleshing Machine with individual drive. Must be in good mechanical condition.

Address D-5, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Cash Buyers of All Grades of Animal Hair

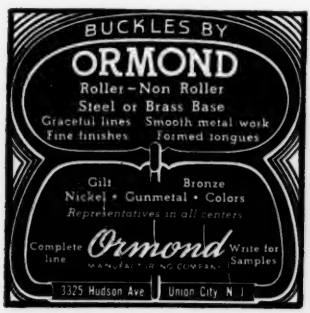
Horse and Cattle Tails
Horse and Cattle Tail Hair
Mane Hair — Hog Hair

KAISER-REISMANN CORP.
230 Java St., Brooklyn 22, N. Y.
Telephone: EVergreen 9-5953

For Sale

One Farber Degrainer—practically new.
One Heavy Turner Rolling Jack.
One Peerless Automatic Sole Buffer.
Two 55" and one 50" Jacques Shear Knives
Complete table units with gauges and clamps.
One 55" and one 50" Jacques Shear Knives and clamps only—no gauges or tables.
Two 8" Buzzle Buffers.

Address C-16, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.



Rates

Space in this department for display advertisements is $5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs $2.00 per inch for each insertion.

Undisplayed advertisements cost $2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and $1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday. Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

MACHINERY WANTED

Pasting Unit

REQUIRE a 30- to 50-plate side leather unit or major component parts.

Address C-21,
c/o Leather and Shoes,
300 W. Adams St.
Chicago 6, Ill.

Situations Wanted

Sales Demonstrator

YOUNG MAN with six years experience in tannery, including two years in laboratory, desires position. Willing to relocate.

Address C-15,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Purchasing Agent

for shoe factory. Ten years experience in top-notch shoe factories as purchasing agent and expediter. Has thorough knowledge of all phases of shoe business. Age 42. Will consider offer anywhere in New England. Best references. Address X-5, Leather and Shoes, 10 High St., Boston 10, Mass.

Lasting Room Foreman

EXCEPTIONALLY ABLE MAN with 10 years experience wishes position in New England area. Very best of references available. Address X 7, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Shoe Salesman

SEEKING POSITION with reputable manufacturer. Has following among better retail-department stores and resident buying offices, Metropolitan New York. Territory covered from Boston to Florida. Would consider allied lines. Excellent references. Would stand on his past performances. Address C-20, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

SPECIAL MACHINERY FOR
WELTING
RANDS
HEELS
For Over 50 Years
THOMAS BOSTOCK & SONS
BROCKTON, MASS.

Making Room Foreman

Thoroughly experienced man wishes position in New England area. Can take full charge of Compo room or production of play shoes. 10 High St., Boston 10, Mass.

Help Wanted

Salesman

SALESMAN WANTED to represent a large upholstery and tabletop tanner for the Southern states.

Address D-3,
c/o Leather and Shoes,
20 Vesey St.,
New York 7, N. Y.

Finisher

HELP WANTED: Experienced finisher for one of the largest side leather tanneries. Excellent opportunity.

Address D-4,
c/o Leather and shoes,
300 W. Adams St.,
Chicago 6, Ill.

For the Best
IN COMFORT AND CONVENIENCE

HOTEL
STRATFORD
Convenient to everything in Chicago, within easy walking distance of Wrigley Field, home of the Cubs. RATES FROM $2.50
4131 N. Sheridan Road
CHICAGO, ILL.

New Jefferson
HOTEL
Completely remodeled and refurnished — New Jefferson Hotel will make your visit to South Bend much more pleasant.
CONSIDERATE RATES FROM $2.75
SOUTH BEND
INDIANA

HOTEL **DAYTON**
A modern hotel with every comfort and convenience to make your stay a delight in Kenosha — where business and pleasure mix. Home of the Town Casino.
RATES FROM $2.75
KENOSHA, WISC

Personal Management
FRED F. KEAN
AND ASSOCIATES

Coming Events

April 14-18, 1952—Advance Fall Shoe Market Week. Sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine, Boston, and member showrooms.

April 27-30, 1952—Annual Shoe Showing. Sponsored by St. Louis Shoe Manufacturers' Association.

May 5-7, 1952—Annual Spring Convention of Tanners' Council. Castle Harbour Hotel, Tuckerstown, Bermuda.

May 11-13, 1952—Fourth Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands-Plaza Hotel, Cincinnati, O.

May 11-15, 1952—Popular Price Shoe Show of America. Showing of shoes for Fall 1952, sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York City.

May 19-20, 1952—Eighth Annual Meeting of National Hide Association, Hotel Cleveland, Cleveland, O.

June 1-4, 1952—Annual Convention of American Leather Chemists Association. Ocean House, Swampscott, Mass.

June 22-25, 1952—Mid-Atlantic Mid-Season Shoe Show. Penn-Sheraton Hotel, Philadelphia, Pa.

Sept. 2-5, 1952—Allied Shoe Products and Style Exhibit. Hotel Belmont-Plaza, New York.

Sept. 4-5, 1952—Showing of American Leathers for Spring and Summer, 1953. Sponsored by Tanners' Council of America, Inc. Waldorf-Astoria Hotel, New York City.

Oct. 23-24, 1952—Annual Fall Meeting, Tanners' Council of America, Inc. Edgewater Beach Hotel, Chicago, Ill.

Deaths

Max H. Goldman

. . . 74, *leather executive,* died recently in Los Angeles, Cal., where he had lived for the past few years. A native of Detroit, Goldman was active with the Harrison-Goldman Leather Co. in Toledo, O., for many years until his retirement. He leaves two brothers, Morris and Fred; and three sisters, Mrs. C. D. Mishy, Mrs. B. C. Love and Miss Mildred Goldman.

Jean Henri Feuth

. . . 40, *hide and skin executive,* was killed March 22 near Frankfurt, Germany, in an airplane crash while returning to Holland from a trip to South Africa. A veteran of the industry, Feuth was manager of Kaufmann's Huidenhandel N.V., hide and skin exporter of Rotterdam, Holland, and had been with the firm for the past 18 years. He leaves his wife and four children.

Charles L. Owens

. . . 71, *shoe manufacturer,* died recently in his sleep while at his home in Toronto, Ont., Canada. A well-known shoe executive in Canada, Owens was president of both Owens & Elmes Mfg. Co. of Canada and Owens & Elmes Shoe Stores of Toronto and Montreal. He founded the shoe manufacturing firm in 1914 and had been active since in its operation. Surviving are his wife and a son.

Gebhardt Gawer

. . . 55, *shoe factory foreman,* died suddenly March 27 of a heart attack while at his home in Hermann, Mo. He was making room foreman of the International Shoe Co. plant in Hermann for many years. Failing health led to his retirement on sick leave several months ago. He leaves his wife, Charlotte; a son, Roger; two sisters and a grandchild.

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STITCHES CAN MAKE OR BREAK—YOU!

Every shoe manufacturer knows that. But what can he do to *guarantee* improved quality at less cost. He can adopt

"CONTROLLED STITCHING"

AJAX MACHINE CO. **170 Summer St., Boston, Mass.**

Call LIberty 2-8684

Controlled Stitching AJAX

CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S. INC.

WILMINGTON 99, DELAWARE

An Opportunity to Profit 3 Ways

with the NEW

USM

Eyelet Stay Cementing & Applying Machine

MODEL A

The only machine which cuts and cements uncoated tapes, and applies the stays with *precision accuracy* to lining or upper. Length of stay determined by instantly and easily changed control lever.

1. Greater Production

The fastest, most accurate and most uniform method of eyelet stay applying is provided with this machine. 33⅓% faster than hand work and 15% faster than present machines. In many instances, it will be more economical to operate than present methods.

2. Better Quality

Stays are always cut to exact length desired . . . applied precisely where they are needed to support and reinforce *entire* eyelet row. Trouble-free eyeleting, particularly with blind eyeleting, is obtained through use of narrow ribbon of strong thermoplastic cement applied off center to allow unhindered setting.

3. Lower Costs

Feeds uncoated cloth or economical paper tapes. Total savings up to 24% at the stay applying operation are possible with paper tapes. Savings in varying degrees are possible over nearly every other method of eyelet stay cutting and applying. Fewer stops to trim or relocate stays mean less outlay for non-productive operation.

Your United Branch Office representative can provide complete details

UNITED SHOE MACHINERY CORPORATION

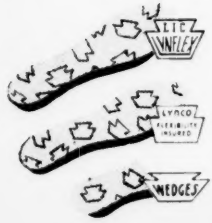
BOSTON, MASSACHUSETTS

don't let pennies

SLIP THROUGH YOUR FINGERS

Investigate

Call ALgonquin 4-3520.
Find out how Lynn shoe products can save money for you.



LYNN INNERSOLE CO.

119 BRAINTREE ST., ALLSTON, MASS.

REPRESENTATIVES: Los Angeles—Leo Laskey; St. Louis—Eli "Pete" Schwartz; New York—Arthur V. Epstein; Pennsylvania—Thos. Carfagno; New England—Elmer Claff, Frank Deastlov, Hy Feldman, Lou Ravich, Phil Sneider. Milwaukee and Chicago—Phil J. Ott, Jim Ott.